

# AMERICAN NURSERMAN

## AMERICAN NURSERY TRADE BULLETIN

Chief Exponent of the American Nursery Trade

Vol. XLV

APRIL, 1, 1927

No. 5

### PAINESVILLE NURSERIES

April business as usual,—maybe a little better.

It is harder now to get off hurry-up wholesale orders than it was earlier, but we are keeping up fine, and can promise very satisfactory service.

Every lot of stock we had is broken into heavily, you understand, but with a big original inventory, we are still able to take on most orders that come.

We still have unsold a splendid line of 2-year field grown Hardy Climbers in all good varieties, and a fairly wide selection in other classes of Roses. Plenty of Fruit Trees yet in all the most called for varieties. Perennials have really just commenced to move; but Shade Trees, Evergreens, and Deciduous Shrubs are dwindling.

#### FOR LATE APRIL

We can deliver some of the lately scarce evergreen shrubs. If interested, you should order at once, for supply distributes quick as soon as they are set out in plain sight.

BOXWOOD:		Each
Ball Shaped,	16x16.	\$4.50
"	18x18.	5.50
"	20x20.	6.50
"	22x22.	7.50
Bush	16x18.	1.50
Pyr.	28 inch	5.00
"	30 inch	6.00
"	32 inch	7.00



RHODODENDRONS



SILVER LACE VINE

RHODODENDRON—Catawbiense,		1 to 2 feet.....	Per 10	\$20.00
"	"	2 to 3 feet.....		30.00
"	"	3 to 4 feet.....		40.00
"	Maximum,	2 to 3 feet.....		25.00
"	"	3 to 4 feet.....		30.00
KALMIA LATIFOLIA,		1 to 2 feet.....		17.50

#### Available Now

AZALEA—Ghent, Kaempferi and Mollis,	15-18 in., B. & B..	15.00
POLYGONUM AUBERTI—4 in. paper pots,	staked, 30 in. plants,	\$35.00 per 100

### THE STORRS & HARRISON CO.

NURSEYMEN  
Operating 73 Years  
1200 Acres

FLORISTS  
PAINESVILLE

SEEDSMEN  
LAKE COUNTY OHIO



59 STATE ST.

ROCHESTER, N. Y.

American Fruits Publishing Co.

For Season Of 1927

**Pears, Cherries and Roses  
Are  
OUR LEADERS**

A Complete Variety List of  
**FRUIT TREES  
ORNAMENTAL TREES  
SHRUBS  
PERENNIALS, EVERGREENS**

**W. & T. SMITH COMPANY**

Lowest Prices Consistent With Quality

1000 Acres

GENEVA, N. Y.

80 Years

**CHERRY TREES! CHERRY TREES!**

*The Best That Can Be Grown!*

SWEET AND SOUR

ONE AND TWO YEAR

CAR LOTS OR LESS

We also offer for Spring, 1927

A General Assortment of

**Standard and Dwarf Apple**

**Standard and Dwarf Pear,**

**Plum, Quince and Peach**

TRUE TO NAME

*Write For Our Attractive Prices*

**KELLY BROTHERS NURSERIES**

**Danville, N. Y.**

***SPRING 1927***

**A Complete Line of  
Nursery Stock**

**Fruit and Shade Trees**

**Shrubs, Privet, Vines**

**Roses and Perennials**

**FRUITS IN CAR LOTS**

*Cherry—1 and 2 year*

*Apple—2 and 3 year*

*Plum—1 and 2 year*

*Peach—1 year*

**C. M. HOBBS & SONS, Bridgeport, Ind.**

ESTABLISHED 1878



Your inquiries and  
orders will receive  
prompt attention.

**F. & F. Nurseries  
SPRINGFIELD, NEW JERSEY.**

Wm. Flemer's Sons, Proprietors also  
PRINCETON NURSERIES, PRINCETON, N.J.

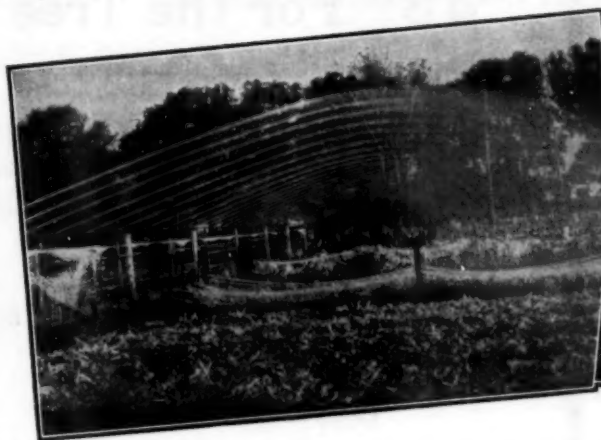
# Frosts End Earlier Weeks Earlier

for  
**NURSERYMEN  
WHO RELY UPON**



100%  
**SOLID BRASS**  
(Patented)

**March's**  
*weather control*  
**Automatic  
Irrigation**



## 10 OUTSTANDING POINTS OF SUPERIORITY

March Automatic Irrigation systems are low priced simply because all parts are made in large volume under conditions of intensive specialization. They are produced at lowest cost in spite of their admitted superiority of materials, design and construction. This permits a low selling price to the grower.

1. **Solid Brass Equipment and Fittings.** Mean a lifetime of efficient service and freedom from rust and corrosion.

2. **Dependable Turn-Motors.** There are over 50 to 1 more March Motors in use than all competitors combined.

3. **Larger Size Pipes in Lines.** (Smallest size 1 inch.) Better water distribution all along the line and especially at end of line, where all other systems use runs of 50 to 100 feet of three-fourth inch pipe.

4. **Lines Have Utmost Freedom from "Sagging," "Bending," and less "kinks,"** because pipes are larger size, therefore, stiffer and more solid. Better appearance. More efficiency.

5. **Patented Individually Screened Nozzles.** March's brass nozzle with brass screen has practically eliminated the nozzle "plugging up" troubles of ordinary watering systems.

6. **Special Graduated Size Nozzles.** March's patented long throw nozzles with graduation, give exact, even distribution. We duplicate a natural rainfall within 10-15 per cent variation. Competitors' systems vary 200 to 300 per cent.

7. **Special Automatic Flush Valve.** (Pat. App'd for.) One of the biggest helps brought out in the last five years for the benefit of irrigation users. Especially needed by nurserymen to eliminate drip, also by those having much dirt, sand, or chemicals in their water. Adds materially to the life and efficiency of your system.

8. **Non-Leaking, Self-Packing Turning Unions.** Stop loss of water. Require less pressure. They do not reduce water pressure in the line, nor give undue friction for automatic operation.

9. **Complete Valve and Riser Assembly for Each Line.** When you get a March System you don't fuss cutting risers and buying valves or bushings to fit out your line, nor get held up by your local plumber for these parts.

10. **Simplicity of Installation.** This is very important to the buyer. March's Irrigation has complete and easily understood specifications for installing. The work is done in less than half the time and you don't need to hire a plumber.

Before you Buy Irrigation Anywhere

At Any Price  
**DEMAND POSITIVE PROOF  
UPON ALL THESE 10 POINTS  
Buy on This Basis and  
YOU'LL BUY MARCH'S**

At temperatures as low as 26 degrees the March Automatic Irrigation system is saving millions of dollars annually for nurserymen who believe in preparedness against frost as well as against drought. The perfect uniformity of distribution achieved by this system means perfect protection—protection without any uncertainty. And it means protection at lowest cost because every vital part of March's system is designed to wear for years and function perfectly throughout. The above illustrations taken during a recent big freeze shows, at the left, March's system protecting young stock; and, at the right, the same stock undamaged after continued sprinkling and sunshine have washed away the protecting coat of ice.

## DEPENDABLE PROTECTION AGAINST FROST AND DROUGHT

Drought and frost, the deathly twins that bring destruction to nurserymen throughout the year, are defeated by March's system. From all parts of the United States satisfied users write us that March's system gives them an extra month of growth every year. They further state that in addition to this it requires the least attention, calls for minimum maintenance cost, and gives them earliest crops, largest yields and premium quality, all factors insuring biggest profits.

## ENDURING CONSTRUCTION—LOWEST COST IRRIGATION!

There is no mystery about March's superiority. Superiority of design, a high standard of quality demanded in materials, painstaking workmanship and thorough understanding of the nurseryman's problems, as well as full scientific knowledge of engineering problems make March's systems the finest obtainable in spite of their low prices and low maintenance cost.

## TRIPLE GUARANTEE AND BEST ENDORSEMENT

March's famous triple guarantee expresses the absolute limit of confidence and sincerity ever placed on a manufactured product. Every part that enters March systems is guaranteed fully and completely. Every entire March System is guaranteed as a complete irrigating unit. And the irrigation service rendered by every complete March system is fully guaranteed. This means triple protection to you and is your full assurance of greatest profit and lowest cost.

**March's System Pays You  
Biggest Rewards.**

**COUPON BRINGS YOU  
THIS FREE BOOK  
"Be Convinced"  
OF GREAT VALUE  
TO ALL NURSERYMEN**

**ILLUSTRATION HEADQUARTERS  
MARCH  
AUTOMATIC IRRIGATION CO.  
227 WESTERN AVE., MILWAUKEE, WIS.**



**MARCH AUTOMATIC IRRIGATION CO.**  
227 Western Ave., Milwaukee, Mich.  
Gentlemen:—I (have) am contemplating putting  
send me your free book entitled "Be Convinced."  
Name.....  
Address.....  
City..... State.....

## CHERRY TREES

Sweets on both Mazzard and mahaleb stocks, one and two year.

Sours on mahaleb stocks one and two year.

Trees grown in a "cherry country" where both sours and sweets flourish.

Write for Price List.

Special Prices on Car Lots.

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### OUR LIST SHOWING BOXED LOTS IN COLD STORAGE

at  
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ROCHESTER, NEW YORK,

Contains a lot of mighty fine stock, prompt shipment and quality guaranteed.

Ask for your copy if you have not received one.

**The Huntsville Wholesale Nurseries, Inc.,**

1872 HUNTSVILLE, ALABAMA 1927

## FLOWERING PEACH

Red - White - Pink

**G**ROWN in finest California river bottom soil, assuring strong fibrous root system.

Medium sized plants which can be shipped economically by express.

	Per 10	Per 100	Per 1000
3-4 feet .....	\$6.00	\$50.00	\$400.00
2-3 feet .....	5.00	40.00	250.00

Write or wire

**CALIFORNIA NURSERY COMPANY**  
NILES, CALIFORNIA



## OUR SPECIALTY

OWN ROOT

# ROSES

Field Grown

**Howard Rose Company**

Hemet, California

## Wayside Gardens

HARDY PERENNIAL PLANTS  
EXCLUSIVELY

*Write for Trade List.*

**THE WAYSIDE GARDENS COMPANY**  
MENTOR, OHIO

## "43" For the Tree

A prepared plastic compound that makes the problem of tree surgery easy for anyone.

**WATER-PROOF—WILL NOT CRACK OR SHRINK  
STICKS TO THE SURFACE—PREVENTS DECAY**

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KANSAS CITY, MO.

**The Gibson-Homans Co.**  
CLEVELAND, OHIO

## Ready for Immediate Shipment

APPLE, APRICOT, CHERRY, CRAB,  
PEACH, PEAR, PLUM

GRAPE VINES, BLACKBERRIES, RASPBERRIES

SHADE TREES, SHRUBS, ROSES

ASPARAGUS—An unusually fine lot

If you do not have our price list, write for a copy.  
We can save you money.

**The Ottawa Star Nurseries**

OTTAWA, KANSAS

Source of **RELIABLE** Nursery News

Is the Nursery Trade Journal

**EXCLUSIVELY FOR NURSERYMEN**

Those who are content  
with a side issue  
Get side issue results

The only publication in America devoted to the Nursery Trade in general as a Main Issue is the  
**AMERICAN NURSERYMAN**

## AMERICAN NURSERYMAN--- April 1, 1927

**EDITORIAL DEPARTMENT**—Communications on any subject connected with Commercial Horticulture, Nurseries or Arboriculture are cordially invited by the Editor; also articles on these subjects and papers prepared for conventions of Nursery or Horticultural associations. We also shall be pleased to reproduce photographs relating to these topics, Orchard Scenes, Cold Storage Houses, Office Buildings, Fields of Stock, Specimen Trees and Plants, Portraits of Individuals, etc. All photographs will be returned promptly.

Advertising—Advertising forms close on the 25th of each month. If proofs are wanted, copy should be on hand one week earlier. Advertising rate is \$2.50 per column-width inch.

"AMERICAN NURSERYMAN" is distinctive in that it reaches an exceptional list and covers the field of the business man engaged in Commercial Horticulture—the carlot operator. Here is concentrated class circulation of high character—the Trade Journal of Commercial Horticulture, quality rather than quantity.

"AMERICAN NURSERYMAN" will not accept advertisements that do not represent reliable concerns.

**SUBSCRIPTIONS**—"AMERICAN NURSERYMAN," published semi-monthly, on 1st and 15th, will be sent to any address in the United States for \$2.50 a year; to Canada or abroad for \$3.00 a year. Single copies of current volume, 20c; of previous volumes, 25c.

RALPH T. OLCOTT  
Editor, Manager

AMERICAN FRUITS PUBLISHING COMPANY INC.

39 State Street,  
Rochester, N. Y.

**WHAT THIS MAGAZINE STANDS FOR**—Clean chronicling of commercial news of the Planting Field and Nursery. An honest, fearless policy in harmony with the growing ethics of modern business methods.

Co-operation rather than competition and the encouragement of all that makes for the welfare of the trade and of each of its units.

Wholesome, clean-cut, ring true independence.

**INDEPENDENT AND FEARLESS**—"AMERICAN NURSERYMAN" makes no distinction in favor of any. It is untrammelled in its absolutely independent position and is the only Nursery Trade publication which is not owned by nurserymen.

This Magazine has no connection whatever with a particular enterprise. Absolutely unbiased and independent in all its dealings.

Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and international in its circulation.

Its news and advertising columns bristle with announcements from every news corner of the Continent.

It represents the results of American industry in one of the greatest callings—Commercial Horticulture in all its phases of Nursery Stock, Orchard and Landscape Planting and Distribution.

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## Offering To The Trade

We offer the following for immediate delivery:

500	Cornus alba sibirica (Coral Dogwood)	2-3 ft.
500	" " " " " "	3-4 ft.
500	Weigela rosea (Pink weigela)	2-3 ft.
500	" " " " " "	3-4 ft.
500	Foraythia Fortunei	2-3 ft.
500	Hydrangea pan. grand. (Hy. Peegee)	18-24 in.
500	" " " " " "	2-3 ft.
600	Lonicera grand. rosea (Pink)	
1000	" morrowi (Morrow honeysuckle)	3-4 ft.
500	" tartarica alba (White Tartarian honey-suckle)	3-4 ft.
500	Rhus typhina laciniata (Shredded sumac)	4-6 ft.
1000	Viburnum dentatum (Arrowwood)	2-3 ft.
1000	" opulus sterile (Common Snowball)	18-24 in.
500	Populus eugenei (Carolina Poplar)	6-8 ft.
500	" " " " " "	8-10 ft.

### Roses

1000	Dorothy Perkins
1000	Excelsa
500	Cl. Baby Rambler
500	White Dorothy
300	Gruss an Teplitz
300	Gen. Jacqueminot
200	Frau Karl Druschki (Snow Queen)
200	LaFrance
100	Marshall P. Wilder

Write us for quotations on this stock—  
the prices are right.

**STARK BRO'S**  
Nurseries and Orchards Co.  
LOUISIANA, MO.

## POTTED EVERGREEN CUTTINGS

For Shipment May 1st to June 15th

Sizes as listed are approximate

Out of 2 in. and 2½ in. Pots

Write for special quotations on large quantities  
in assortment

		Per 100
Jun. Sab. Horizontalis	6/8"	\$15.00
Retinospora Pisifera	4/6"	12.00
" " Aurea	4/6"	15.00
" Plumosa	4/6"	10.00
" " Aurea	4/6"	10.00
" Squar. Veit.	3/5"	12.00
Taxus Capitata	3/6"	10.00
" " "	5/8"	15.00
" Cuspidata	3/6"	10.00
" " "	5/8"	15.00
Thuja Compacta	4/6"	10.00
" Douglasi Aurea	4/6"	12.50
" Ellwangeriana	4/6"	10.00
" Globosa (True)	4/6"	12.50
" " Boothi	4/6"	10.00
" " Nova	4/6"	12.50
" Hoveyi	4/6"	10.00
" Pyramidalis	4/6"	12.50
" Vervaneana (Green)	4/6"	10.00
" Warreana Plicata	4/6"	10.00
" Woodwardi	4/6"	10.00

**C. E. WILSON & COMPANY**  
Manchester, Conn.

## NURSERYMEN

### YOUR BUSINESS

will be better served in the future by the  
addition to our staff of

### Mr. H. Lloyd Haupt

formerly with the Princeton Nurseries,  
Princeton, N. J., and latterly editor of  
the National Nurseryman, and contribu-  
tor to the American Florist and the Seed  
Trade News, Chicago.

Fitted by education and experience not  
only to solicit your order or a catalog  
which will effectively represent you to  
your customers, but also to assist you, if  
necessary, in preparing the copy for that  
catalog, we regard Mr. Haupt as a dis-  
tinctly valuable asset to our Horticultural  
service.

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Book?

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American Nurseryman

American Nut Journal

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¶ Is your business able to maintain a display  
sign the year around before the entire Nursery  
Trade? You can do it for above rate, com-  
mencing now, in

AMERICAN NURSERYMAN

Published Semi-monthly, on 1st and 15th

Two insertions for the single rate.  
Twice a month publicity.

### THIS SPACE

\$2.50 Per Month Under Yearly  
Contract Terms  
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Less Than Yearly: \$2.80 Per Month

# AMERICAN NURSERYMAN

[Reg. U. S. Pat. Off.]

## The Chief Exponent of the American Nursery Trade National Journal of Commercial Horticulture

Entered September 6, 1916, at Rochester, N. Y. Post Office as second-class mail matter

WITHOUT OR WITH OFFENSE TO FRIENDS OR FOES, I SKETCH YOUR WORLD EXACTLY AS IT GOES.—BYRON

Vol. XLV

ROCHESTER, N. Y., APRIL 1, 1927

No. 5

### TO PROTECT THE ORIGINATOR OF A PLANT VARIETY

By A. M. Augustine, Normal, Ill., Before the Western Association

NURSERYMEN agree that the problem that confronts the Nursery industry today is distribution of our product. The selling end is where we have been weak. Consequently, we recognize that we must industrialize our business. Ours is one of the forms of agriculture which as a whole has been the last to stimulate distribution and that is why while most lines of industry have advanced we are faced with a serious problem.

Regardless of our approval or disapproval of protection or letters patent, the foundation of industry today has been the protection afforded the man with a new idea for a period of years until he can get just compensation for his idea.

As hard as it may be for some of us in the Middle West to appreciate, government and financial reports claim the past year has been the most prosperous industrial year the United States has ever experienced. And, further, it seems to be the universal opinion of students of economics that this condition is primarily the result of protection given to industry, of which one of the greatest branches is the protection of inventions, ideas, and processes that has enabled the industrialist to advance by the use of new methods to take the place of the old. It is this protection that has made the United States the industrial leader of the world. You and I know that agriculture is at the little end of the horn of plenty.

Again economic students, in a great measure, agree that the great divergence between agriculture and industry is caused by the lack of protection to agriculture such as industry has received. No matter how valuable or worthy any new invention, idea, or plant may be, it is a difficult matter to upset the old order of things and get the world to adopt it. You can realize this when you stop to think of the difficulty encountered in developing the telegraph, telephone, automobile, aviation, or any new thing. When someone selects a new and valuable plant he sees what he is looking at. It takes a man of ability and horticultural knowledge to determine the possibilities of a new plant. He must see what he is looking at.

Legal protection or patent does not necessarily mean success, financially or otherwise. Only a small per cent, 3 to 5, I believe, of patents are worth the cost of taking them out. And only a small per cent of new plants introduced ever become leaders or are of any particular value to horticulture.

In practically every line of industry except agriculture the man with an invention or new process gets protection for a term of years so that he is justified in giving effort and money to introduce the product of his endeavor. If it is good, he is well compensated—if not, he loses out. How about the plant introducer? The better the plant and the more money he spends in acquainting the public with it, the surer he is to have a lot of pirates trying to take advantage of his advertising and the demand he has created. Men who probably never did anything to advance horticulture wouldn't have seen the possibilities of the plant if they had looked at it, but ready

like a pack of wolves to devour instead of support the man that is really building horticulture—to say nothing of the man claiming to sell the same article and substituting an inferior on the demand the introducer has created. There are always plenty of infringers.

I have heard it suggested that plant protection would enable the introducer to



A. M. AUGUSTINE, Normal, Ill.

charge too high a price for a new plant and rob the public. How can the public be robbed of something it never had? But such a condition would quickly right itself; for any invention or new plant will only sell at a reasonable price to the man who buys, and too high or unreasonable a price could only result in a failure to sell. Then the few years of protection while the novelty was being advertised would have already established a market for the short time he had to wait before he could sell it, and his market would be already made.

It is a hopeful sign that ethics and the moral rights of the man who introduces a new plant is being more and more recognized, even though he may have no legal rights or protection. If a man develops a new fruit or flower or discovers one and gives time and money, and he must give a great deal of both to bring it before the people, he is entitled to compensation, either good or bad. If the plant is worthy, he should be remunerated—if it is a dud, he will lose both money and reputation. As the situation now is, the better it is and the more time and money he puts in it the more pirates there will be to rob him for his effort.

Dr. L. C. Corbett attending a conference of the various organizations interested in plant protection last summer said that in the Department of Agriculture it had never been considered ethical for a member of the department, while employed by the government, to benefit of any invention he might develop; so that it had for some time been the practice of the members of the depart-

ment to take out patents on any new invention or process, and give them to the public. Many of these inventions have been of great value. But that if you wanted to bury a valuable invention and absolutely nullify all benefit it might cause, there was no surer way of doing it than to follow this procedure. No manufacturer would touch it and no man would invest a dollar in it without protection, for as sure as he did, some one else who had no initial investment in popularizing the invention would then jump in and reap the reward.

The leaders in practically all horticultural and even agricultural organizations are realizing that some form of protection is needed and that if plant breeders and specialists devote time and money and brains to this vital line of horticultural work, they are entitled to reasonable protection just as much as the inventor of a mechanical device is entitled to it—the inventor of a mouse trap, a tobacco pipe, or toy, for instance.

The American Rose Society is about the only organization that has attempted anything along this line in this country and what it has done in registration is based more upon ethical than legal standards so far.

Canadians have done still more and have a certain amount of protection. They are starting in and feeling their way and expect to develop further protection as experience demonstrates the best methods, and hope the United States will adopt some plan and co-operate.

There has developed in this country of late a moral and ethical consciousness on the question that for a time may prove the best line of attack. I am not wise enough, nor would I presume even to suggest what the best method or plan would be, nor how long, or what the protection should be; but out of the deliberations of the organization now forming known as The National Federation of Horticultural Societies some plan will be developed that will be workable. A dozen or more national horticultural societies are at present actively interested in this federation.

That many influential and learned men in the pomological field are of the belief that the lack of protection of originators of plant life is holding back progress in that line, and that some means of protecting new varieties and originations is shown by a letter written from Paris by Dr. David Fairchild, for many years connected with the United States Department of Agriculture:

"The injustice of there being no patents granted for anything in the shape of living matter has helped to make our civilization one-sided I believe—fostering too strongly the mechanical side and not supporting at the same time the greater industries upon which our very existence depends."

In order to show the attitude of officials connected with the Patent Office at Washington, I am quoting from a recent case before the Patent Office. The assistant commissioner of patents, in reviewing the case, wrote:

"When some improved species of fruit or vegetable is produced after the laborious and costly experimenting that is

(Continued on Page 117)

## SEASONAL TRADE REPORTS TO "AMERICAN NURSERYMAN"

### Growing As Much As Can

Augusta, Ga., March 18—Our shipping season is now about over and while we have not the exact total of all our sales, we believe they will be equal to, or greater than, those of last year.

There has been a great demand for both broad-leaved and coniferous evergreens and we believe the demand is going to be greater rather than less. We are basing our plans this way and are trying to build up as large a stock as possible with all sorts of evergreens.

The past two summers down here in the South have been very hard on young stock planted to the field and we are trusting that this coming summer we will have better weather conditions and be able to grow more stock and not have such heavy losses.

We do not see any sign of over-production, especially in the better evergreens, and we are growing just as much stock as we possibly can, besides buying a great deal of lining out stock.

FRUITLAND NURSERIES,  
Jas. G. Ballie.

### Good Normal Year

Monroe, Mich., March 16—Our business up to the present time is not quite as good as last year, but conditions are improving and we look forward to a good normal year. We have some varieties of fruits as well as ornamentals in surplus, which we believe will be nearly all disposed of before the season closes. Owing to general trade conditions collections may be a little slow this spring, although it is a little early now to tell definitely.

I. E. ILGENFRITZ' SONS CO.  
W. W. Gearhart, Vice-Pres.

### Season Promises to Be Short

March 18—The weather is unseasonably warm, 20 degrees above normal. It has been so for several weeks and everything is opening fast. In addition to this, it has been unusually wet and this condition has made everything push two or three weeks in advance of normal conditions.

We probably will have a cold snap that will do considerable damage. The season from all indications will be very short and probably below normal unless something unusual turns up.

H. F. HILLENMEYER & SONS.  
Walter W. Hillenmeyer.

### Demand Not So Strong

Wallingford, Conn., March 16—Owing to the very low prices at which fruit has been sold all during the past season, the demand for Nursery stock has not been as strong as other years.

The early spring, however, is having a favorable effect on the placing of orders, and this month business is coming in better. We do not look for a very strong planting this season.

THE BARNES NURSERY & ORCHARD CO.  
Norman H. Barnes.

### Outlook is Good

Monroe, Mich., March 17—The outlook for spring is indeed very good. We believe that the mild weather is going to bring greater volume of business than we anticipated earlier in the season. Fruit stocks have not moved as well as we would like, but ornamentals are in brisk demand.

We will be making our spring shipments

within the next few days so that we can clean up and prepare for the big "roadside" and direct business, and automobile trade, which is becoming a larger factor in the sales every year.

THE GREENING NURSERY CO.  
Benj. J. Greening, vice-pres.

### In Eastern Canada

Montreal, March 15—In so far as we are concerned, and we believe, after talking with most of the leading firms in Eastern Canada, conditions in the Nursery business can be summed from a standpoint of shipments last fall and prospective shipments this spring, as fair. In other words, we ourselves are experiencing a steady business but with orders averaging smaller.

Generally speaking, while in some sections the fruit growers have done well, it has not been a good year with the commercial fruit growers and the tendency is not to augment the present size of their orchards.

The best feature has been, and is, the demand for stock in the ornamental departments.

LUKE BROS., LTD.  
E. B. Luke, vice-pres.

### Conditions in Colorado

Denver, Colo., March 19—Business conditions good in towns and cities; slow in country, but picking up. Rocky Mountain Nurserymen's Association trying co-operative advertising in newspapers and by radio; also endeavoring to obtain Nursery recognition in mechanic's lien law.

NORTHERN NURSERY CO.  
Carlisle Ferguson

### Better Than Expected

Topeka, Kan., March 17—Business much better than expected. Pretty well cleaned up on staple varieties of apple, peach and cherry. There is still good demand for apple and pear seedlings; also apple and pear grafts.

L. R. TAYLOR & SONS.

### Nursery Salesman's Enterprise

C. D. Smith, as a Nursery salesman, canvassed Calgary, Alberta, Canada, for eight years. Then he established the Western Nursery Co., Calgary, and now he has 18 salesmen on the road. Early last month there was an annual meeting of these salesmen at headquarters, instructions on salesmanship and lectures on Nursery work, particularly the growth and care of trees, shrubs, plants, etc., being the main features. The salesmen were tutored in propagation, growing, pruning, spraying and transplanting by M. C. Carsons, manager of the company's growing department at Brooks, Alberta.

The lectures on salesmanship were given by E. D. Missner, an instructor at Garbutt's college, Calgary.

The representatives of the Western Nursery were taught landscape designing by H. E. Imlach, of Saskatoon, who has made a study of this work for years. Mr. Smith concentrates mainly on business methods and the company's aims and ambitions in his addresses to the salesmen.

At the Brooks Nurseries, the company has 375,000 trees on a small area, being developed for transplanting, and hundreds of orders remain to be filled in the early spring. Besides the many varieties of shrubs, the company is growing ash, elm, Russian poplars and willow trees. Fruit is also being grown to great advantage, a feature that Mr. Smith is developing rapidly.

Mr. Smith learned the Nursery work with the Forestry Association at Coaldale, Alberta; he has been in the business 12 years.

### Test With Semesan

Editor American Nurseryman:

Our tests with Semesan have been very satisfactory. The only definite tests to date were with Sequoia sempervirens and some Eucalyptus varieties. There was nearly a 50% better stand with the treated seed, than with seed untreated and planted adjoining for tests. I treated all our peach pits with Semesan last fall to try and control all the root knots. It will not be possible to determine results until the trees are dug. I am planting some untreated peach pits by the others as a check.

We are also treating all the seedling roots before planting, but cannot determine any improvement here, either, until dug. But from the few tests we have been able to check, we have great faith in Semesan.

RONALD H. COATES.

Morgan Hill, Cal.

### Arbitration vs. Courts

There are six principal reasons why thousands of shrewd business men never go to law, but, instead, submit all of their disputes to arbitration. They are:

1—A lawsuit practically always destroys business goodwill. Arbitration preserves it.  
2—Court proceedings are public. Arbitration is private.

3—Arbitration is speedy. Courts are so congested that years often pass before a case can ever come to trial.

4—Arbitrators are usually experts in the business in which the dispute arises. It is unnecessary to educate judges and juries in highly technical trade practices.

5—Arbitration is flexible. Court procedure is rigid.

6—Arbitration costs very little. A lawsuit is always expensive.

The number of cases referred to the tribunals of the American Arbitration Society is steadily increasing and attests to the growing popularity of this form of settlement of commercial disputes. "In one industry alone," Johnson Heywood points out, "more than 23,000 cases involving \$4,650,000 have been arbitrated within two years.—Forbes Magazine.

### Medal for Dr. L. H. Bailey

The Massachusetts Horticultural Society has awarded to Dr. Liberty Hyde Bailey, Ithaca, N. Y., the George Robert White Medal of Honor for 1927, in acknowledgment of his remarkable achievements in horticulture and especially for his work as educator, author, and editor. Horticulture, the magazine of this society, says: "Dr. Bailey's Cyclopaedia of Horticulture is one of the most important horticultural works ever produced in this country. In addition, Dr. Bailey has written and edited many other books and manuals." All Dr. Bailey's books are published by The Macmillan Company and are procurable from the American Fruits Publishing Co., Rochester, N. Y., postpaid at prices listed in the Library Dept. of this journal.

**To Stimulate Blueberry Culture**—A considerable portion of the Maine blueberry crop was saved from destruction last season by a process invented and patented by B. J. Howard and C. H. Stephenson of the Bureau of Chemistry, United States Department of Agriculture. The use of this process prevented great losses to the growers of Maine blueberries. The patent, which has been dedicated to the people of the United States, so the process may be used without the payment of any royalties to the inventors, covers a process for effectively removing maggots, debris and unfit berries. Only clean, sound berries free from maggots may be canned and sold within the jurisdiction of the Federal food and drugs act.

Royal Palm Nurseries, Oneco, Fla., won the silver trophy for the best display by a professional Nurseryman, at the South Florida Fair in Tampa.

## CANADIAN HORTICULTURAL COUNCIL'S CONVENTION

Canadian Horticultural Council held its annual meeting in Ottawa March 1-3. Several important points were stressed by President E. B. Luke in his address to the council. Urging the need for some scheme of national publicity, he said: "I think that the time has come when it might be advisable for the publicity committee of this council to call together anyone interested in advertising Canadian fruits and vegetables. Why, when our Canadian apple is taking the highest awards at our Imperial Fruit Show, and when the apple is the finest fruit in the world, are we importing millions of dollars' worth of oranges, bananas and grapefruit free of duty? With nearly 200 Nurseries, well equipped to supply every need in the tree and plant line, why are we importing from one-half to two-thirds of our requirements? Why do these same conditions prevail in our canned goods and vegetables? What we must do is take pride in Canadian goods, grow all our own products, boost them, sell them and use them."

Mr. Luke explained that one of the chief functions of the council was the bringing about of a closer co-operation between those engaged in horticulture and allied interests in Canada and a fuller understanding of

their problems. "Another doctrine I have mentioned," continued Mr. Luke, "is less dependence on Government regulations and assistance. We all know that inspection in our lines of business is pretty close. We have no complaint to make, there is a reason for it; but in all our lines of business, financially speaking, we do not require an auditor to check up every entry made in our books. We could, I think, clear our house better than anyone outside. If the council is to look to new avenues of service by trail blazing a broader, more progressive and more profitable road to travel, it will require the active support of every industry."

President Luke was re-elected. The Canadian Horticultural Council, Ottawa, represents 216 horticultural and allied industry organizations with a membership of over 85,000. Mr. Luke represents the Nursery interests of Canada on the council and is vice-president and manager of Luke Brothers, Limited, Nurserymen, Montreal, which has been in successful operation for more than 30 years. He has also served in every office of the Horticultural Council, as well as acting as chairman of the publicity committee, especially formed for the national advertising of Canadian fruit.

believing that many of our scientific horticulturists would become active in the work of developing new varieties of fruit, plants, trees and flowers if they had a reasonable measure of protection that they might receive reward for their efforts:

"Be It Resolved: That the Illinois State Nurserymen's Association in session at Urbana, Illinois, July twenty-ninth and thirtieth, 1925, heartily approves of the American Association of Nurserymen's Committee on plant registration and plant patent; and pledges its support in its effort to secure legislation that will encourage improvements in plants and varieties of fruits by giving protection to the originators, plant breeders, or introducers, similar to the encouragements and protection given to inventors in other lines of work."

Anyone who has given thought to this matter knows that the only way the introducer can get back even the cost of introduction and advertising of a new variety is to work up, and risk at heavy expense, a large stock and put it out quickly, knowing that it will be offered very soon on every hand.

Horticulturists know numerous instances of originators of new varieties that have been of untold value to humanity. Take two examples—the Senator Dunlap strawberry developed by Rev. J. R. Reasoner, Urbana, Ill., that has meant literally millions of dollars to the fruit growers of this country and still Mr. Reasoner did not receive as much all told for this berry as many growers have profited by growing it in a single year's crop.

Then Ephraim Bull who died practically penniless in 1895 after having given the world the Concord grape. When one thinks of the great wealth the Concord has added to the nation while for his contribution Ephraim Bull got probably less than the profit of a single year's crop from a medium-sized commercial Concord vineyard.

There are enough examples, more or less similar, in America to fill a book. Is not such a condition a disgrace to our civilization?

Is it not time we corrected it?

Protection secured in some manner is of primary importance to the plant breeder and originator of new plants. The man who has spent a life time in developing newer and better plants has not had protection up to the present time and he cannot demand a fair price from the commercial concerns who might be interested in introducing them. With plant protection the plant breeder of new plants would have a protection that would make his new plant saleable and for which he could demand just compensation because the concerns who bought the rights from the originator would be justified in paying a good price for the improved plant, knowing that they would have a certain number of years in which to invest their money in the introduction of the plant with a good chance of getting some returns from the investment.

I believe, if we can work out some plan that will give the plant breeder and introducer of new and valuable plants a few years of protection and compensation for his efforts, that it would result in a great benefit to the Nursery industry. It would give the progressive Nurseryman something to centralize his selling campaign around, just as it does the manufacturer or merchant today in the industrial field. It would create more interest in our product and give us a wider avenue for the disposal of a general line; and of all horticultural industries it would seem that the Nurseryman above all others, both from the standpoint of the advancement of the industry and material benefits should support the proposition.

Under the present system there is no opportunity for the Nurseryman with a small or moderate capital for the profitable introduction of new varieties because he is not equipped to spend the tremendous sums that are necessary quickly to introduce and popularize a variety. Plant protection will correct this and enable all Nurserymen and other plant growers to introduce meritorious new plants with the assurance that they will have time enough to get their money back at a fair profit on the investment.

### To Protect Originator of Plant Variety

(Continued from Page 115)

necessary for such production, there should be some way to extend protection to the party who has created this beneficial food; but it is believed the trademark law does not afford such protection."

The following is an expression from Eugene D. Funk, president of the American Seed Trade Association:

"A man may conceive of an idea and whittle from a piece of wood a new mouse trap and receive a government protection for a period of years and make and sell, exclusively, any number of that particular mouse trap but the plant breeder who spends a life time in breeding and perfecting a new plant is not only not recognized but sometimes the new plant has been propagated and distributed through governmental or state funds and the breeder sometimes has the honor of having his name used to identify the new discovery."

Quoting from "State Horticultural Society News" a magazine edited by Prof. M. A. Blake, chief of the Department of Horticulture of New Jersey:

"The author of a book may copyright it so that he may receive a fair return for his labors. The inventor can patent any new device which he may develop and thus secure a reward for his ingenuity. A fruit grower may originate a new fruit, a vegetable grower a new vegetable that in itself is more valuable to the human race than many books that are copyrighted or devices that are patented; yet there is no way that he can prevent others from taking advantage of the results of his labors once the new variety passes out of his hands, and unfortunately new varieties are sometimes secured from the originator through trickery."

"Many might suppose at first thought that official registration and protection for a new variety might benefit only the Nurseryman, but it would prove a stimulus and encouragement to all those who grow any of our economic plants. If one develops a new variety today he is glad to dispose of it rather quickly to a Nurseryman or seedsman, since it is difficult to prevent others from obtaining it in some way, or at least taking early advantage of an opportunity that rightly belongs to him."

"Formerly, most of our new varieties of fruits were chance seedlings. In the early part of the nineteenth century most of the great peach orchards of the east were developed from seed and were not budded varieties. There was an opportunity to select the best from millions of seedlings. Today comparatively few seedlings are allowed to grow and the chances of finding one that will be an improvement over our present-day varieties is rapidly growing less each year."

"Should not enterprise in the breeding of economic plants be encouraged as much as the writing of books or the development of mechanical devices?"

Extracts from an address by the late J. Edward Moon in an address before the American Association of Nurserymen, in session at Atlantic City, June 25-27, 1925.

"It seems that plants are not barred from the Patent Act of Laws excepting by the impossibility of filing blue-prints and specifications of the new plant. This filing is fundamental to the Patent Law. That such protection of a patent or copyright would be a stimulus to our industry and result in increased dissemination of many articles, seems to be without doubt. To this end the general public would be the gainer and protection in dissemination ought to be accorded the originator of a new plant. To the conference it seemed necessary in view of the fact that a blueprint and specifications could not be filed that there should be some agency under Federal authority for the registration and testing of new plants as a requisite to protection under a patent right. This agency does not now exist, and it is just possible that one of the things that this association of Nurserymen may wish to do is to take steps to see that such a place of registration is established under a proper enabling act of Congress, that ultimately the originator of a new plant would have the protection and financial benefit that accrue from his patient diligence, intelligence and labor just as does the owner of a patent right now have advantages in the fields of mechanical and engineering science."

At this same meeting the following resolution was offered, seconded and unanimously passed:

"Resolved: That this association is interested in the protection that will accrue to the originator of a new plant through a patent, copyright, or some such method of protecting originator's interest. That our interest in this subject may be furthered we direct our president and executive committee to consider this subject carefully and if found advisable to then establish a committee for the furtherance of the plan, or to give the matter to some standing committee of the association with assurance that the object of securing this protection to the originator may be advanced."

To show further that different organizations are thinking seriously of plant protection, I quote the Illinois State Nurserymen's Association:

"Believing that there are just as great opportunities for improvements in the plant world as there are in other lines of industry and realizing that the men who have devoted much of their life to such work have never received adequate compensation from the lack of protection and

## THE PURCHASER SHOULD NOT BUY STOCK BLINDLY

### Says Iowa Nurseryman To State Secretary of Agriculture

An Associated Press despatch from Des Moines, Ia., says: "The purchaser of Nursery stock should not buy blindly," an Iowa Nurseryman said in a letter recently received by M. G. Thornburg, secretary of agriculture, in answer to the problem of controlling agents for Nurseries that misrepresent the varieties of trees sold to farmers.

"Buyers should see that their Nursery stock is sold to them by companies bearing a reputation for honorable business," the letter continued. The writer said the Nurserymen have a vigilance committee to help protect and to eliminate any agents and dealers who were not selling trees true to name.

"Unreliable agents evidently have been 'bootlegging' trees which are not true to name," R. S. Herrick, secretary of the Iowa Horticultural Society said in discussing the problem. "This is not always the fault of the company," he continued. "We are encouraging purchasers of trees to buy them only through reliable agents or direct from reliable Nurseries. We believe that this policy will protect farmers from disappointments in seven or eight years when trees come into bearing."

#### Quarantine Announcement

##### By the Federal Horticultural Board

The Board is advised that the requirement of segregation and, if necessary, charting of plants imported for propagation under Regulation 14 of Quarantine 37 has been more or less neglected on the part of permittees. This requirement, including hereafter as to all permittees the submission of a chart indicating the location of imported plants, will be strictly enforced and failure to make full compliance therewith may lead to the refusal to the permittee concerned of further permits.

Permittees will note that paragraph 8, page 4, of the application form for special permit (Form 207, Revision of April 19, 1926) includes the provision that plants imported for propagation shall be used in such fashion as to maintain their identity under the permit number authorizing their entry. Elsewhere in the application (p. 3) the permittee is required to give the location where the plants are to be propagated, and in Form 238, which was issued to permittees (see revision of February 13, 1922), the information desired is more exactly indicated by the requirement that the permittee shall "give the exact location of the plants in the Nursery, greenhouse, or other establishment," and "(If necessary draw a sketch map)".

The primary purpose of this requirement is to keep such imports segregated, as opposed to permitting them to be scattered or miscellaneously planted, with the object of facilitating their inspection from time to time by the Board to determine full compliance with the propagation requirement and also to determine their freedom from new pests or plant diseases. As indicated above, hereafter, in addition to segregation of such imports, the submission of a chart or plat will be required of all permittees.

Permittees who have not submitted such plat or chart, indicating the exact location on their premises of imports under special permits of plants for propagation, either as to outdoor plantings or as to the greenhouse or other building in which such plants are housed, are requested to immediately prepare and transmit such information to the Board.

C. L. MARLATT,  
Chairman of Board.

March 21, 1927.

Mr. Pilkington Moves to California—J. B. Pilkington, former resident of Portland, Oregon, has taken up his residence at Millbrae, Cal. He has purchased ten acres of land and started a Nursery business. For forty years Mr. Pilkington and his sons have been engaged in this business. He moved southward for his health, leaving the sons to continue the business in Portland.

#### Michigan Nursery Meeting

At a meeting of the Michigan Nurserymen's Association at the Savoy Hotel, Detroit, March 17-18, at which 35 members were present, Thomas A. McBeth, Springfield, O., made an address on ornamentals and arrangement of evergreens. The proposed law on inspection of orchards and Nurseries was discussed at length. The recommendations of the chairman of the committee on legislation, E. C. Mandenburg, were adopted.

#### Lake County, O., Nurserymen's Association

With an attendance of 40 Nurserymen the organization of the Lake County Nurserymen's Association was perfected on March 21st. These officers were elected: President, W. B. Cole; vice-president, Arthur Champion; secretary, Paul Schumaker; treasurer, T. B. West.

Secretary Sizemore reports new members of the American Association of Nurserymen as follows: Gardner's Nurseries, R. H. Gardner, Rocky Hill, Conn.; Whitney Evergreen Nurseries, P. O. Box, 348, Warren, O.

T. B. West, Maple Bend Nursery, Perry, O., addressed the Chamber in Willoughby, O., March 28th on the county highway tree-planting movement.

During the week beginning March 21 the Horticultural Society of New York held its annual exhibition at the Grand Central Palace, New York City. On this occasion the Boyce Thompson Institute for Plant Research, Yonkers, New York, built, equipped and endowed by Colonel William Boyce Thompson, made its first exhibit. The exhibit was of plants grown from the standpoint of scientific study under the following conditions:

- Plants grown under artificial light showing the effect of different day-lengths on growth, flowering, etc.
- Plants grown under ordinary daylight conditions but the light effect amplified by 12 hours (night) of artificial light.
- Under b the plants have been grown in presence of considerably more carbon dioxide than in ordinary air—various plants in different percentages of carbon dioxide.

The equipment of the Boyce Thompson Institute is the first in the world to afford growing of plants under the above conditions and the exhibit by the Institute at the Exhibition of the Horticultural Society was the first exhibit of its kind.

#### SPECIAL

##### TRADE OFFER

Little Tree Farms stock has been perfectly hardened off, sprayed, weeded and otherwise cared for. No finer stock is to be had. All of our plants are grown here at Little Tree Farms, of hardy northern selected seed. You will be delighted with the success you will have. We sell 50 or more plants at the 100 rate; 500 or more at the 1000 rate. All prices quoted above are net, f. o. b. Framingham. Packing at cost. Prompt shipment.



EVERGREENS			
Qnty.	Quality	Height	100 1000
<b>Balsam Fir</b> Stocky plants			
5,000 trans.	4 to 8"		\$10.00 \$80.00
18,000 2 yr. sdgs.	2 to 3"		5.00 40.00
<b>White Fir</b> Well rooted, vigorous tops.			
1,000 trans.	6 to 8"		\$5.00 \$25.00
<b>Red Cedar</b> Fine heavy tops and good roots.			
8,000 trans.	8 to 12"		\$3.00 \$25.00
<b>White Spruce</b> Well rooted stocky plants			
40,000 trans.	3 to 6"		10.00 80.00
50,000 2 yr. sdgs.	2 to 3"		3.00 20.00
<b>Norway Spruce</b> Clean, healthy, exceptionally strong stock.			
10,000 2 trans.	12 to 18"		\$3.00 \$20.00
10,000 2 trans.	8 to 12"		15.00 120.00
<b>Colorado Spruce</b> Seed of Blue trees, stocky and well rooted.			
50,000 trans.	3 to 6"		12.00 100.00
<b>Red Pine</b> Stocky, well rooted.			
50,000 2 yr. sdgs.	3 to 6"		4.50 30.00
<b>Scotch Pine</b> Heavy rooted, fine stock.			
1,000 2 trans.	18 to 24"		\$3.00 \$25.00
1,000 2 trans.	12 to 18"		20.00 175.00
1,000 2 trans.	8 to 12"		15.00 125.00
50,000 2 yr. sdgs.	2 to 6"		3.00 20.00
<b>White Pine</b> (Shipped in New England only).			
3,000 trans.	8 to 12"		15.00 125.00
5,000 trans.	4 to 8"		10.00 75.00
<b>Douglas Fir</b> Fine, heavy rooted stock.			
10,000 trans.	6 to 8"		15.00 100.00
50,000 trans.	3 to 6"		8.00 75.00
<b>American Arborvitae.</b> Visiting nurserymen have all said this is the finest stock they have seen this year.			
20,000 trans.	4 to 8"		8.00 70.00
25,000 2 yr. sdgs.	2 to 3"		3.00 25.00
<b>Hemlock</b> All grown from best seed. Heavy stock.			
5,000 trans.	3 to 6"		15.00 125.00
1,000 B&B 3 tra.	12 to 18"		15.00 140.00
<b>DECIDUOUS TREES</b>			
<b>Norway Maple.</b> Nice straight seedlings.			
2,000 2 yr. sdgs.	4 to 8"		4.00 35.00
<b>Sugar Maple.</b> Good, clean stock.			
10,000 2 yr. sdgs.	8 to 12"		3.50 30.00
<b>Canoe Birch</b> Stocky and well rooted.			
3,000 2 yr. sdgs.	12 to 18"		15.00 125.00
5,000 2 yr. sdgs.	6 to 12"		10.00 80.00
<b>White Oak.</b> We have never had better seedlings.			
10,000 1 yr. sdgs.	6 to 8"		4.00 35.00
<b>Pine Oak.</b> Good stock. Only a few left.			
2,000 2 yr. sdgs.	12 to 18"		6.00 50.00
<b>Red Oak.</b> Fine, vigorous and well rooted.			
5,000 1 yr. sdgs.	8 to 12"		4.00 30.00

## LITTLE TREE FARMS

FRAMINGHAM CENTRE, MASSACHUSETTS

# KELSEY--HIGHLANDS NURSERIES

## Trade Surplus No. 2, March 1927

Fine Lining-out Stock and Heavy Transplanted Material for Immediate Use

"HARDY NEW ENGLAND GROWN—BEST BY TEST"

S—Seedlings. T—Transplanted. All stock is transplanted one to many times unless otherwise noted.

	100	1000		100	1000
3,000 Abies veitchi, 1 year S .....	\$ 35.00		3,000 Picea canadensis albertiana, 3-6 in. 2 yr. S	4.00	30.00
3,000 Norway Maple, 6-12 in. T .....	80.00		5,000 Picea engelmanni, 1 year S .....	2.00	18.00
1,000 Norway Maple, 4-5 ft. T .....	50.00	400.00	5,000 Picea excelsa, Norway Spruce, 3-6 in. 2 year S .....	3.00	20.00
5,000 Amorpha fruticosa, 3-6 in. S .....	3.00	10.00	1,000 Picea excelsa, Norway Spruce, 9-12 in. T ..	9.00	75.00
600 Ampelopsis quinquefolia, extra 3 year T ..	20.00	160.00	1,000 Picea excelsa, Norway Spruce, 12-18 in. TT	35.00	300.00
1,200 Ampelopsis engelmanni, 2 year T .....	10.00	90.00	400 Picea excelsa, Norway Spruce, 18-24 in. TT	65.00	540.00
500 Aronia melanocarpa, 12-18 in. ....	12.00		400 Picea koyamai, 6-9 in. T .....	50.00	
500 Aronia melanocarpa, 18-24 in. ....	18.00		2,000 Pieris floribunda, 3-6 in. T .....	30.00	260.00
200 Aronia melanocarpa, 2-3 ft. ....	30.00		10,000 Pinus banksiana, 3-6 in. 2 year S .....	3.00	25.00
2,000 Azalea arb'escens, 18-24 in. clumps, B. & B.	160.00		20,000 Pinus densiflora, 1-3 in. 1 year S .....	10.00	
500 Azalea arb'escens, 3-3 ft. clumps, B. & B.	250.00		6,000 Pinus densiflora, 6-9 in., 2 years .....	4.00	20.00
200 Azalea arb'escens, 3-4 ft. clumps, B. & B.	400.00		2,000 Pinus densiflora, 9-12 in. 2 year S .....	6.00	35.00
1,000 Azalea viscosa, 18-24 in. clumps .....	35.00	720.00	1,000 Pinus densiflora, 12-18 in., 2 year S .....	7.00	45.00
10,000 Berberis thunbergi, 6-12 in. T .....	5.00	30.00	200 Pinus jeffreyi, 12-18 in. TT .....	60.00	
2,000 Berberis thunbergi, 12-18 in. T .....	12.00	108.00	30,000 Mugho Pine, 1-3 in. 2 year S .....	4.00	30.00
2,000 Celastrus orb'itus punctatus, 6-12 in. 2 yr. S.	6.00	40.00	5,000 Mugho Pine, 1-3 in. T .....	9.00	70.00
5,000 Chamaecyparis pisifera, 2-4 in. 2 year S ..	4.00	25.00	25,000 Mugho Pine, 3-4 in. T .....	12.00	90.00
400 Clematis paniculata, strong 3 year .....	25.00		15,000 Mugho Pine, 3-6 in. T .....	16.00	120.00
100 Cotoneaster bullata, 18-24 in. (pots) ..	90.00		3,000 Mugho Pine, 6-8 in. TT .....	45.00	350.00
300 Cotoneaster dielsiana, 12-18 in. (pots) ..	72.00		2,000 Mugho Pine, 8-10 in. TT B. & B. ....	70.00	600.00
200 Cotoneaster dielsiana, 18-24 in. (pots) ..	90.00		50,000 Austrian Pine, 1-2 in. 1 year S .....	10.00	
200 Cotoneaster divaricata, 12-18 in. T .....	90.00		40,000 Austrian Pine, 3-5 in. 2 year S .....	4.00	20.00
400 Cotoneaster horizontalis, 9-12 in. (pots) ..	72.00		2,500 Austrian Pine, 6-10 in. 2 year S .....	5.00	30.00
200 Cotoneaster horizontalis, 12-18 in. (pots) ..	90.00		5,000 Austrian Pine, 3-6 in. T .....	8.00	60.00
400 Cotoneaster nitens, 12-18 in. (pots) ..	72.00		5,000 Austrian Pine, 6-12 in. T .....	11.00	90.00
300 Cotoneaster zabeli, 12-18 in. (pots) ..	90.00		500 Austrian Pine, 18-24 in. TT B. & B. ....	100.00	
10,000 Crataegus oxyacantha, 3-6 in. 2 year S ..	3.00	20.00	3,000 Pinus ponderosa, 2-4 in. S .....	2.50	15.00
5,000 Crataegus oxyacantha, 6-12 in. 2 year S ..	4.00	30.00	200 Pinus ponderosa, 3-4 ft. ....	150.00	
2,000 Crataegus tomentosa, 9-12 in. 2 year S ..	5.00	40.00	1,000 Pinus resinosa, 12-18 in. TT .....	35.00	
5,000 Cupressus arizonica, 2-4 in. 1 year S ..	4.00	20.00	6,000 Scotch Pine, 3-6 in. 2 year S .....	2.00	12.00
3,000 Cydonia japonica, 4-8 in. 1 year S .....	8.00	60.00	15,000 Scotch Pine, 9-12 in. 2 year S .....	3.00	18.00
500 Dicentra eximia, strong .....	15.00		8,000 Scotch Pine, 6-9 in. T .....	15.00	120.00
1,000 Enkianthus campanulatus, 3-6 in. T .....	20.00	180.00	5,000 Scotch Pine, 1-2 ft. T B. & B. ....	30.00	250.00
1,000 Enkianthus campanulatus, 6-12 in. T .....	40.00	360.00	500 Prunus americana, 1-2 ft. T .....	10.00	
1,000 Euonymus rad. col., 3-5 in. rooted cuttings	16.00	140.00	500 Prunus americana, 3-4 ft. T .....	20.00	
New variety from the Arnold Arboretum.			300 Prunus americana, 4-5 ft. T .....	30.00	
Brilliant foliage through the winter.			500 Prunus serrulata sachalinensis, Yama		
2,000 Humulus jap., Jap. Hop, strong 1 year S ..	3.00	20.00	Cherry, 1-2 ft. T .....	30.00	
500 Iris kaempferi, strong, very fine strain ..	10.00		Yama Cherry is perhaps the best under-		
5,000 Iris kaempferi, strong, 1 year S .....	4.00	30.00	stock for budding Flowering Cherries.		
150 Juniperus chinensis pfitzeriana, 2-2½ ft.			2,000 Prunus tomentosa, 6-12 in. 1 year S .....	20.00	160.00
TTT. Very Heavy B. & B. ....	270.00		1,000 Prunus tomentosa, 1-2 ft. 1 year S .....	30.00	240.00
400 Juniperus communis depressa, 18-24 in.			7,000 Pseudotsuga douglasii, 3-6 in. 2 year S ..	4.00	25.00
B. & B. ....	150.00		1,000 Pseudotsuga douglasii, 6-12 in. T .....	25.00	200.00
400 Juniperus communis depressa, 2-3 ft.			300 Pseudotsuga douglasii, 12-18 in. TT B. & B.	60.00	
B. & B. ....	200.00		2,000 Rhododendron catawbiense, 12-18 in. T		
1,000 Larix dahurica, 12-18 in. T .....	20.00	180.00	B. & B. ....	94.00	800.00
2,000 Larix leptolepis, 2-4 in. 1 year S .....	4.00	35.00	1,000 Rhododendron catawbiense, 18-24 in. T		
3,000 Ligustrum, Ibolium Privet, 18-24 in. T ..	16.00	120.00	B. & B. ....	126.00	
2,000 Ligustrum, Ibolium Privet, 2-3 ft. T .....	20.00	180.00	400 Rosa acicularis, 18-24 in. T .....	30.00	
800 Ligustrum ibota, 1-2 ft. T .....	16.00	110.00	400 Rosa lucida, 18-24 in. T .....	30.00	
2,000 Ligustrum vulgare, 2-3 ft. T .....	16.00	120.00	400 Rosa multiflora, 2-3 ft. T .....	18.00	
2,000 Mahonia aquifolium, 3-6 in. T .....	12.00	90.00	400 Sorbus americana, 18-24 in. T .....	18.00	
1,000 Mahonia aquifolium, 6-12 in. T .....	18.00	140.00	400 Sorbus americana, 2-3 ft. T .....	25.00	
300 Malus atrosanguinea, 2-3 ft. T .....	40.00		2,000 Sorbus aucuparia, 18-24 in. T .....	12.00	100.00
300 Malus coronaria, 2-3 ft. T .....	40.00		2,000 Sorbus aucuparia, 2-3 ft. T .....	20.00	160.00
500 Malus floribunda, 2-3 ft. T .....	45.00		1,000 Sorbus aucuparia, 3-4 ft. T .....	40.00	300.00
600 Malus robusta seedlings, 1-2 ft. ....	10.00	80.00	20,000 Thuja occidentalis, 1-3 in. 2 year S .....	10.00	
800 Malus sieboldi seedlings, 1-2 ft. ....	45.00		1,500 Tsuga caroliniana, Carolina Hemlock, 3-4		
800 Malus sieboldi calocarpa, 1-2 ft. 2 year S ..	8.00	60.00	ft. B. & B. ....	376.00	
2,000 Malus sumi, 1-3 ft. 2 year S .....	10.00	80.00	1,500 Tsuga caroliniana, Carolina Hemlock, 4-5		
This species comes true to name.			ft. B. & B. ....	648.00	
400 Malus niedzwetzkyana, 3-4 ft. T .....	75.00		The finest stock in existence of this best		
3,000 Malus sieboldi, 2-3 ft. 2 year S .....	12.00	75.00	American Conifer.		
1,000 Oxydendrum arboreum, 6-12 in. T .....	10.00	85.00	2,000 Vaccinium corymbosum, Blueberry, 12-18		
10,000 Picea canadensis, 1 year S .....	2.00	18.00	in. TT .....	42.00	300.00
2,000 Picea canadensis, 2-3 in. 2 year S .....	3.00	18.00	1,000 Vaccinium corymbosum, Blueberry, 18-24		
2,000 Picea canadensis, 6-12 in. T .....	15.00	130.00	in. TT .....	54.00	400.00
2,000 Picea canadensis albertiana (Black Hills			1,500 Viburnum dentatum, 18-24 in. T .....	18.00	160.00
Spruce) 2-3 in. 2 year S .....	2.50	20.00			

All of the above stock is of first quality in the grades offered. 50 at 100 rates; 500 at 1,000 rates. Packing charge as usual. Car lots packed free.

Always Address, (telegraph or mail)

**HARLAN P. KELSEY, Salem, Massachusetts.**

"HARDY NEW ENGLAND GROWN—BEST BY TEST"

### Pacific Coast Pecan Nursery

What authorities declare will be the largest pecan Nursery on the Pacific Coast is in prospect for the Rancho Del Oro properties, near Barstow, San Bernardino County, Cal. Plans provide for the immediate planting of 1200 one-year-old seedlings, 200 two-year-old seedlings, 20 Govett trees and seven other varieties.

At the same time, officials of N. F. Wilson & Company, developers of the project, announced between 40,000 and 50,000 seeds will be planted, which in a year's time will be sturdy young seedlings.

R. A. Harris, leading California authority on pecans, is in charge of the company's plans for this district. He is a director of the company, and will spend most of his time on the field supervising the actual growing of the trees.

For more than ten years Mr. Harris has been studying the pecan in Southern California, following thirty years of study in other parts of the South. He believes that this variety of tree is of even more value to mankind than the avocado.

Pecans planted in this part of the country should yield their crops as much as thirty days earlier than in other parts of the country, he says. This is owing chiefly to climatic conditions.

Pecan trees take only 5 per cent of their "food" from the soil, deriving 95 per cent from atmosphere and water, Mr. Harris said.

Read and what is more important—understand everything you sign. Legitimate firms will not resent this precaution on your part. The others will, and if they do, don't sign at all.

### Advice To Planters

Lees Summit, Mo., Mch. 21—A local newspaper gives this advice to planters of Nursery stock: "One year old stock has given the best results in practically every careful test. The one year old trees are easier to shape and come into bearing earlier than the two year old trees. They are also considerable cheaper.

Whatever age Nursery stock is planted the largest size for the age is preferred. The root stocks on which apple trees are grafted vary greatly in vigor. The only indication of the vigor of a nursery tree is the growth which it has made during the season. Therefore a year old tree five feet high is preferable to a somewhat larger tree which is a two years old, since it has enough vigor to grow nearly as much in one season as the two year old tree grows in two seasons."

### MAY REPLACE WASHINGTON ELM

The Elm tree, known as the Washington elm, at Cambridge, Mass., under which George Washington accepted command of the Continental army, may be replaced by transplanting a shoot from a tree on the campus of the University of Washington at Seattle, if a movement by Robert B. Allen, manager of the West Coast Lumbermen's Association, is successful. The university tree, now 30 feet in height, was grown from a shoot taken from the Cambridge tree when it was alive in 1899.

### Enthusiasm Unabated

Says the Pacific Rural Press, Nov. 6th:

Some years ago W. P. Stark, Missouri Nurseryman, set a new record in the promotion of a new apple. Jesse Hiatt, of East Peru, Iowa, had a tree on which he grafted 17 varieties, and from that tree he sent Mr. Stark four apples which were a beautifully splashed red of interesting shape and splendid flavor. Mr. Stark named it the Delicious.

Recently Mr. Stark started in the Northwest and came down the Coast viewing thousands of acres where the Delicious apple is now red smiling in the sun. He also saw thousands of acres of J. H. Hale peaches, a variety he brought out.

Mr. Stark is old enough to retire if he cared to, and has retired from the Nursery business, but despite graying hair he has never grown up in the matter of enthusiasms, and his wife fears he will never cease being a boy, and he hopes he will not. Just now his enthusiasm centers around a new product for disinfecting seed, preventing damping off and curing crown gall. Eventually, he predicts that every seed will get an even start in life by a disinfecting treatment which kills all the lingering disease troubles and gives the young plant a shove toward lusty life. This message of hope found a lot of interesting listeners in this state.

South Florida Nursery Co., Clearwater, Fla., largest commercial Nursery in Pinellas County, was started recently by H. C. Brasfield who is assisted by George C. Wooddell, horticulturist.

Now you saw it in "American Nurseryman"

## American Fruits Company's Library Opportunities

### PRACTICAL BOOKS ON HORTICULTURE, NUT GROWING, NURSERY PRACTICE

Any of the following books will be sent on receipt of price by AMERICAN FRUITS PUB'G CO.

123-125 Ellwanger & Barry Bldg., ROCHESTER, N. Y. Prices subject to change.

American Apple Orchard—Waugh... \$1.90	Insecticides and Fungicides..... 3.20	Plant Propagation; Greenhouse and Nursery Practice—M. G. Kains... 2.40
American Fruit Culturist..... 3.65	Irrigation Farming—L. M. Wilcox... 2.40	Plant Physiology—B. M. Duggar... 3.10
American Fruit Farm—F. N. Thorpe 2.65	Irrigation for the Orchard—Stewart 1.75	Pomology, Textbook of—Gourley... 2.75
American Fruits—Fraser..... 5.00	Land Drainage—Joseph H. Jeffrey... 2.15	Practical Tree Repair—Peets... 2.65
American Grape Growing and Wine Making—George Husmann..... 2.15	Landscape Gardening—Cridland... 2.65	Principles of Agriculture—Bailey... 2.00
America's Greatest Garden—Wilson. 3.15	Landscape Gardening—Maynard... 2.65	Principles of Fruit Growing—Bailey 2.65
American Horticultural Manual	Landscape Gardening—The Small Place—By Elsa Rehmann..... 3.65	Principles of Floriculture..... 3.40
By Budd-Hansen..... 1.65	Landscape Gardening—Downing's Famous Work—10th Edition—Revised by Waugh..... 6.25	Principles of Plant Growth—Robbins 2.40
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Bulbs and Tuberous-Rooted Plants.. 2.15	Manual American Grape Growing—Hedrick..... 3.40	Quince Culture—W. W. Meech..... 1.35
Bush Fruits—By F. W. Card..... 2.65	Manual Cultivated Plants—Bailey... 7.25	Raspberry, Blackberry Culture.... 40
Business Fundamentals—Babson... 2.00	Manual of Fruit Diseases—L. R. Hessler, H. H. Whetzel..... 3.65	Rose—H. B. Ellwanger..... 1.90
California Fruits and How to Grow Them—E. J. Wickson, A. M.... 4.15	Manual of Fruit Insects—M. V. Slingerland, C. R. Crosby..... 3.75	Rose—Parsons..... 1.75
Citrus Fruits—J. E. Coit..... 3.40	Manual of Gardening—L. H. Bailey. 2.60	Rose in America—McFarland..... 3.15
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By U. P. Hedrick..... 6.20	Manual of Tree and Shrub Insects—E. P. Felt..... 3.65	Roses, How To Grow—McFarland.. 2.15
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Design of Small Properties—Bottomley..... 3.15	Manual, Vegetable Garden Diseases 5.15	Seeding and Planting—J. W. Toumey 4.50
Dwarf Fruit Trees—Waugh..... 1.00	Manures and Fertilizers—Wheeler.. 2.65	Small Fruit Culturist—A. S. Fuller.. 1.75
Evergreens, Cultivated—Bailey.... 5.25	Modern Fruit Marketing—Brown... 1.90	Soils—By Charles W. Burkett..... 1.90
Fertilizers and Crops	Modern Propagation Tree Fruits—B. S. Brown..... 1.65	Soils—E. W. Hilgard..... 5.15
By Dr. L. L. Van Slyke..... 3.40	Nature's Garden—Neltje Blanchan.. 5.30	Soils—F. H. King..... 2.40
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By Dr. L. H. Bailey..... .90	Nut Growing: Latest Information; Guide to Propagating—By Robert T. Morris..... 2.65	Spraying Manual—Cockerham..... 1.35
First Principles of Soil Fertility	Old Time Gardens—Alice M. Earle.. 2.65	Standardized Plant Names—Cloth \$6.15; Thin Paper, Flexible..... 7.65
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Insect and Insecticides—Weed..... 1.90		
Insect Pests of Farm, Orchard and Garden—Sanderson and Peairs. 4.65		

A paper which gives the best value for the money to the reader will give the best value to the advertiser as well. I don't think there is any argument about the soundness of this view—H. Dumont, Chicago, Ill., in Printer's Ink.

# MAKE UP A CARLOAD

If prices quoted are not right, let us bid

## APPLES, 2 year, extra nice buds

	Per 10	Per 100		11/16 in.	9/16 in.	7/16 in.
11/16 in. 5-7 ft. ....	\$3.50	\$30.00	King David .....	80	20	
9/16 in. 4-5 ft. ....	2.50	20.00	Malden's Blush .....		20	20
7/16 in. 4-5 ft. ....	2.00	15.00	McIntosh .....		200 40c	300 30c
except as noted			Northern Spy .....	400	500	300
11/16 in.			N. W. Greening .....	200	20	
Arkansas Black .....	60		Opalescent .....	100	100	
Baldwin .....	750	600	Pewaukee .....	150		
Ben Davis .....	80	200	Porter .....		80	20
Cortland .....	500 @ 40c	300 35c	R. I. Greening .....	500	50	
Delicious .....	200	200	Rox. Russett .....	100 40c	80 30c	
Duchess .....	300	1000	Smokehouse .....		50	20
Fall Pippin .....		40	Spitzenburg .....		40	20
Gano .....	50	70	Stark .....	500	100	
Golden Russett .....	400	200	Stayman's Winesap .....	1000	250	
Golden Sweet .....	60	40	Talman Sweet .....	300	150	50
Gravenstein .....			Wagner .....	200	120	100
Grimes Golden .....		50	Wealthy .....		1500	200
Hub Nonsuch .....	30	60	Wm. Ea. Red .....	50	200	50
Jonathan .....	100	350	Winesap .....		100	
King .....	100		Yellow Transparent .....	500	500	300

## Dwarf Apples, 2 yr. buds

	Per 10	Per 100
5/8 in. ....	\$4.00	\$35.00
1/2 in. ....	3.00	25.00
3/8 in. ....	2.00	15.00
5/8 in. 1 1/2 in. 3/8 in.		
Baldwin .....	200	140
Duchess .....	100	80
Gravenstein .....	80	60
Northern Spy .....	100	70
R. I. Greening .....	140	30
Red Astrachan .....	200	180
Rome Beauty .....	150	60
Stayman's Winesap .....	100	10
Yellow Transparent .....	500	250

## Peaches

	Per 1000	Per 1000		9/16	7/16	5/16
5/16 in. 4 ft. and up. ....	\$22.50	\$200.00	Globe .....	300	100	
7/16 in. 3 ft. and up. ....	17.50	150.00	Greensboro .....	50	400	400
5/16 in. 2 1/2 ft. and up. ....	12.50	100.00	Hiley .....	400	600	250
9/16 in. 7/16 in. 5/16 in.			Iron Mountain .....	100	500	450
Beers Smock .....	400	300	J. H. Hale .....	200	1000	500
Belle of Ga. ....	500	1000	Lemon Free .....	400	300	100
Carman .....	1500	1000	Mountain Rose .....		300	50
Chair's Choice .....	500	80	New Prolific .....	400		
Champion .....	1000	200	Nectar .....	400	450	190
Crawford late .....	200	500	Old Mixon .....		400	100
Crosby .....	300	200	Rochester .....	500	500	1000
Early Elberta .....	800	200	Stump .....		400	200
Elberta .....	1000	5000	Triumph .....	200	400	
Francis .....	400	500	Wheatland .....	200	400	
Foster .....	400	180	Wonderful .....	400	500	200

## AMOUR RIVER PRIVET—north

	Per 100	Per 1000
9,000 4-5 ft. 6 branches and up .....	\$20.00	\$150.00
15,000 3-4 ft. 6 branches and up .....	12.50	100.00
15,000 2-3 ft. 4 branches and up .....	7.50	60.00
10,000 18-24 in. 3 branches and up .....	6.00	50.00
1,000 12-18 in. 3 branches and up .....	5.00	40.00

## BARBERRY THUNBERGII SEEDLINGS

	Prices Per M	1M-10 M	10-25 M	25-50 M
7000 12-15 in. ....	\$25.00		\$	\$
50000 9-12 in. ....	18.00		16.00	14.00
50000 6-9 in. ....	11.00		10.00	9.00
100000 3-6 in. ....	8.00		7.00	6.00
50000 2-3 in. ....	5.00			

## IMPORTED AND AMERICAN GROWN SEEDLINGS

At Manchester and in fine condition.

	Per 1000
50000 French Apple trans. 5-7 m. m. ....	\$15.00
2500 French Mahaleb 5-9 m. m. ....	20.00
16000 French Myrobalan 3-5 m. m. ....	10.00
5000 French Pear 7-12 m. m. ....	25.00
4000 French Pear 5-7 m. m. ....	20.00
9500 French Pear 3-5 m. m. ....	15.00
2000 French Quince 7-12 m. m. ....	\$25.00
27000 French Multiflora 5-9 m. m. ....	20.00
50000 American grown Apple 3/16 in. ....	12.00
\$100.00 per 10M	
4000 French Pear, American grown 3/16 in. ....	20.00

## CLIMBING ROSES—2 year No. 1

Just a Few of What Bulletin Shows.

	Per 100
1000 Crimson Rambler .....	\$20.00
1000 Aviator Bleriot yellow .....	30.00
500 Ch. Am. Beauty .....	28.00
500 Mary Wallace .....	28.00
1000 Rosalie .....	20.00
2000 Tausendschoen .....	20.00
1000 White Dorothy .....	20.00

## H. T. & H. P. ROSES

Getting Scarce. Check Bulletin for varieties

## ORNAMENTAL SHRUBS—A long list.

## EVERGREENS—Spring Inventory

Fine lot of upper sizes.

The above list of stock is only a small portion of what our bulletins are showing. Why not place your order with us? The Burr way warrants quick service and Top Notch grading.

# C. R. BURR & CO., Inc.

GENERAL NURSERYMEN

## MANCHESTER, CONN.

We Do Not Sell at Wholesale to Retail Buyers

# AMERICAN NURSERYMAN

## American Nursery Trade Bulletin



### CHIEF EXPONENT OF THE AMERICAN NURSERY TRADE

Featuring the Nursery Trade and Planting News of American and foreign activities as they affect American conditions. Fostering individual and associated effort for the advancement of the Nursery and Planting Industry.

Absolutely independent.

Published Semi-Monthly by  
AMERICAN FRUITS PUBLISHING CO., INC.  
39 State Street, Rochester, N. Y.

RALPH T. OLCOTT, Pres. and Treas.  
Phones:—Main 5728. Glenwood 760  
Chief International Publication of the Kind

#### SUBSCRIPTION RATES

One Year, in advance	- - -	\$2.50
To Foreign Countries and Canada	- - -	3.00
Single Copies	- - -	.20

#### ADVERTISING RATE, Per Inch.....\$2.80

Advertisements should reach this office by the 8th and 25th of the month previous to the date of publication.

If proof of advertisement is desired, time should be allowed for round trip transmission.

ROCHESTER, N. Y., APRIL 1, 1927

#### FOUNDER OF AMERICAN NURSERY TRADE JOURNALISM

THE FIRST Nursery trade paper in America was established in 1893, as long-time Nursery concerns know, and for nearly thirteen years was conducted under the personal and exclusive direction of Ralph T. Olcott, of Rochester, N. Y., who later founded the AMERICAN NURSERYMAN on broad and untrammeled lines.

"The dean of Nursery Trade Journalists."—John Watson.

#### IMPORTANCE OF THE TRADE PRESS

In a recent address to men connected with the press, President Coolidge said:

"Whatever has to do with the collection and transmission of information to the public is of the highest importance. It is gratifying to know that this great service to America is in the hands of men of ability and patriotism.

"There is a universal desire to serve the public in this capacity, not only interestingly, but candidly and helpfully. The fundamental institutions of our government scarcely ever fail to receive cordial support. The moral standards of society are strengthened and the intellectual vigor of the nation is increased and quickened by your constant efforts.

"The press is also an important factor in the commercial and industrial development of our country. It carries an amount of scientific information which stimulates both the production and consumption of all kinds of commodities.

"This service is always on the constructive side of affairs, encouraging men to think better, to do better and to live better. Reaching through it all, there is every assurance that today is better than yesterday, that tomorrow will be a better day than today, and that faith is justified."

The "American Nurseryman" is highly indorsed individually and collectively by the American Association of Nurserymen and by more than a score of district and state trade associations in the United States and Canada.

## The Mirror of the Trade

### WOULD TEMPER WITH MERCY

A writer in the Southern Florist makes some pertinent comments in a criticism of methods of high pressure salesmanship, in reviewing the address by Charles H. Mackintosh at the last annual meeting of the Illinois Nurserymen's Association. The question of ethics involved in an endeavor to induce a man to buy, somewhat against his will, is raised. The writer says:

The method of the so-called high pressure salesman involves in its very nature an autocratic taking possession of the other man's mind and his will, through suggestion, mental house-breaking, the effort to rob him of the capacity to think except in the direction that aggrandizes us; in other words, we assume to make up his mind for him.

All salesmanship, all advertising is an effort first to satisfy a want and second to create a want for the purpose of satisfying it. The salesman or the advertisement usually finds the prospective customer engrossed in thought of anything and everything other than the subject which it is endeavored to make him concentrate his mind upon. More often than not the selling force must be applied toward creating a want and then to effect action on the part of the prospect which will result in filling that want at the present moment to the exclusion of other wants, while the prospect's mind has been diverted from other things. Otherwise the unsatisfied want that has been created by a previous salesman or advertisement may finally take precedence.

Right here comes in the thought of the Southern Florist writer—that the good of the prospect should be considered in any argument to induce him to make a purchase. Mr. Mackintosh's business is to train men for salesmanship. The surgeon's business is to perform operations. And often the surgeon's advice is disregarded to the lasting advantage of the patient. The ethical principle is to advise that which is honestly believed to be for the good of the prospect. The surgeon is supposed, by reason of training and experience, to be qualified to advise; so is the salesman; so is the specializing back of the advertisement. The advice, if taken, may result in lasting benefit; it may result in loss.

The point, of course, is for the arguments by Mr. Mackintosh to be tempered with consideration for the prospect and to be accompanied by instructions to the salesman to bear always in mind the capacity of the prospect—for mutual benefit. The writer quoted concludes as follows:

Let me record my feeling that the estimable business man whose remarks I have made free to criticize did not mean all that he said to be taken literally at face value and that in his own business relations he is more mindful of his neighbors' rights and interests than some of his words would lead us to believe.

In many, many cases where an orchard or a landscape improvement is really needed, salesmen fail to convince the property owner as to the benefits to be derived; and often it is directly to the latter's loss that he did not make the planting and reap added years of benefit because he decided to postpone action. In the case of property improvement through the planting of Nursery stock, the probability is that for any instance in which time proved that the money could have been invested to better advantage there are a hundred instances showing the wisdom of the planting. This may be one of the reasons why we are repeatedly told,

"the Nursery business is not like other businesses."

### A POPULAR STANDARDIZATION

A recent report by J. Horace McFarland, Harrisburg, Pa., chairman of a committee on nomenclature to advance the movement to standardize names of plants expresses the hope that through the activities of one or more of the horticultural organizations of wide scope and national character the desired standardization will be brought into general use.

The necessity for this work is widely recognized. Readers of the American Nurseryman know of the catalogue of approved scientific and common names of plants in American commerce, entitled Standardized Plant Names, in the production of which the American Association of Nurserymen was prominently represented by Harlan P. Kelsey. That book is regarded as the only orderly attempt ever made toward provision of a reasonable and available commercial nomenclature of plants. A sub-committee of the American Joint Committee on Horticultural Nomenclature pledged the money necessary (each member \$1000) to insure the publication of the catalogue, in addition to unstinted service in the production of the material for the catalogue. It was hoped that receipts from the sale of the book would reimburse these committee members. Originally planned for half the size that it had to reach, Standardized Plant Names was sold at \$3.50 per copy which was far less than the cost of production.

Its selling price was advanced to \$5 and then to \$6 in order to provide margin sufficient to meet the cost of distribution through regular book-selling channels. Still there is a deficit toward which the American Association of Nurserymen will contribute \$1000. It is expected that the deficit will be wiped out by other contributions.

What is needed is that a strong organization of horticulturists should get back of the work of revision and further publication. It is a matter for such an organization rather than a few individuals. Recently two organizations in Washington, D. C., have united to form the American Horticultural Society. In Ohio there is a movement to form a National Horticultural Council. There is also under way the formation of a National Federation of Horticultural Societies which the editor of the American Nurseryman suggested and urgently advocated two decades ago. It is hoped that one or all of these national organizations will continue the work for standardization of plant names and with ample resources will develop the practical result of this work—Standardized Plant Names—to the full possibilities.

Every horticulturist can greatly aid in securing the desired uniformity in plant nomenclature by the use of the catalogue.

### Fills the Bill

Editor American Nurseryman:

The sample copy of the American Nurseryman has been received and thoroughly examined. We wish to say that the single copy is worth the price of the year's subscription. It is just what we are wanting and needing. We are just entering the Nursery business. This is our second season and we are having great success as this class of business is just opening up in this section.

We are sending subscription for one year for the magazine.

BLUE BIRD EVERGREEN GARDENS.  
Easley, S. C. Clarence King.



## THE ROUND TABLE

Comment and Suggestion

By Readers For the  
PROGRESS OF THE INDUSTRY



### The Richared Delicious

Editor American Nurseryman:

We were very much interested in an article in your January 1927 issue under the caption of "Not a Burbank Production." We presume the other mutation in the State of Washington, refers to ours named "Richared Delicious."

The enclosed description of it may be of interest.

COLUMBIAN & OKANOGAN  
Wentachee, Wash. NURSERY CO.

The Wenatchee Fruit Grower in an issue last fall said:

One of the new developments in the apple industry which is creating considerable comment is the "Richared" Delicious apple. This new variety colors a solid red all over, free from stripes, and colors about two weeks before the old variety. A very striking and peculiar feature of the apple is that it has a rich color and that practically all the apples on the tree color up nearly solid red, practically eliminating the Fancy and C grades so far as color is concerned.

Last Friday a representative gathering of fruit buyers, horticulturists, growers and members of the local press were invited by the Columbia & Okanogan Nursery Company to visit the orchard of Lewis Richardson, of Monitor, to inspect a tree of this variety.

This particular tree was planted along with 400 other Delicious trees in the spring of 1910 by George Richardson, father of the present owner. No particular attention was paid to it until about 1920, when it was

noticed that it colored earlier and darker than any of the surrounding trees.

Mr. Richardson later got in touch with the Columbia & Okanogan Nursery and they tested it for several years to determine whether or not it would produce fruit true to that on the original tree. This fact was positively determined in 1925. It did produce apples just like those on the parent tree, and this year there are several young trees in bearing.

Since it became generally known that this apple was in existence several other trees have been brought to the attention of the Nursery Company, but as yet none seem to bear apples without some variation or reversion to the original Delicious, some of the trees having only one limb or part of a limb bearing darker colored apples. Other trees seem to be near solid, with a limb here and there which bears regular Delicious apples.

Members of the party who visited the Richardson ranch were outspoken in their appreciation of the fruit, and several stated that it would undoubtedly prove a wonderful addition to the horticultural industry of the Wenatchee valley, and that it would no doubt in time replace many of the older and more unprofitable varieties.

### For All Legitimate Nurserymen

Editor American Nurseryman:

Your invoice was received five minutes ago and that is long enough to be without your paper. Your policies should insure you the support of all legitimate Nurserymen. Here with our check for \$2.50.

United Nurseries Co.

Pittsburgh, Pa.

### Number of Fruit Varieties

Probably in no other publication or series of publications has so much information been accumulated about fruit varieties as in the so-called "fruit books" of the Experiment Station at Geneva, N. Y. Of course not all of these varieties are being grown at the present time, but all have been in cultivation from time to time while new sorts are constantly coming into use.

Among the tree fruits, the pear outranks all others in the great number of varieties represented. A total of 2,929 varieties is described of which 91 are rated as major varieties. The next in order is the plum with approximately 1,700 varieties followed by the peach with about 1,300 varieties, the cherry with 1,100, and the apple with 650 sorts. The grapes number about 1,500 varieties.

Each of the small fruits also shows a remarkable number of different kinds considering the fact that they have been under cultivation a much shorter time than have the tree fruits. Strawberries represent the largest crop with over 1,300 varieties. Next come the raspberries with 708 kinds followed by gooseberries with 244, blackberries with 193, currants with 183, and dewberries with 48.

### Bud Selection

H. A. Borling, Ohio, in Rural New Yorker

Transmitting by bud selection the early bearing ability of a strain in any variety is a much mooted question. It has been asserted time and again by eminent horticulturists and learned professors that it never has been proven that there is anything gained from bud selection. The following, however, does not support such views. Most of us have read of the remarkable success attained in California by top-working shy bearing orange trees with scions from heavy yielders. A certain distinguished professor repeatedly asserted, "It never has been proven that there is anything to bud selection." However, when he was confronted with the question, "Professor, if you were about to bud some apple seedlings and had before you two apple trees, one that did not

come into bearing until 25 years of age, and after that bore shyly, the other that came into bearing at the age of six and after that bore heavy crops continuously, from which tree would you select your propagating wood?" He promptly answered with a smile, "From the early and heavy bearing tree."

It has been said of the late J. H. Hale that at times when he would walk through his extensive orchards viewing the ripe fruit, he would take along a pot of white lead and when he found a tree that bore exceptionally desirable fruit, he would mark the tree for future bud selection. This experienced man preferred to select his buds from trees of known performance.

### Trade Associations Invited

Under the general heading, "The New Business Era," problems of current interest to American business will be considered at the Fifteenth Annual Meeting of the Chamber of Commerce of the United States to be held in Washington, May 3-5. Some 1,500 chambers of commerce and trade associations in every state in the Union have been invited to send delegates. In addition, individual invitations have been sent to outstanding business executives, leaders in the various branches of industry, finance and commerce.

### American Forest Week

"In accordance with the custom established by my predecessor (President Harding), I have yearly proclaimed an American Forest Week (Apr. 24-30). I do so again in the belief that no other of our internal problems is of greater moment than the rehabilitation of our forests, now so hopefully begun but needing the strong support of our collective will and intelligence. Through joint arrangement, Canada is observing forest week concurrently with us.

"One-fourth of our soil is better suited to timber-growing than anything else. I can not escape the conviction that our industrial and agricultural stability will be strengthened by bringing into full productive use this great empire of land."—President Coolidge.

## In Nursery Rows

J. S. Armstrong, of Armstrong Nurseries, Ontario, Cal., has purchased 18 acres for experimental purposes as an auxiliary Nursery.

Charles J. Brown has opened a 10-acre Nursery in San Diego, Cal.

Kenneth Rathbun, Frank Gilmore and Frank E. Jackson have started a Nursery in Angola, Ind.

A Nursery in Riverside, Cal., has been started by Walter F. Sheetz, formerly with Norton Brothers Nurseries.

P. J. A. and L. A. Berckmans have incorporated Berckmans Brothers to push their fruit growing interests at Mayfield, Ga. They say they do not intend to re-enter the Nursery business.

Among catalogues received are those of Fremont, O., Nursery Co.; N. A. Hallauer, Webster, N. Y.; George D. Aiken, Putney, Vt.

The Moravian church at Nazareth, Pa., has its own artificially propagated forest, comprising 150,000 trees, all set out in the past ten years. This year's budget calls for the planting of 3,500 seedlings.

A bulletin on roses, by J. C. C. Price, horticulturist of the Mississippi Agl. Expt. Station, listing varieties and giving cultural directions, ought to do much to increase demand for rose plants.

Ernest Leslie Chambers, assistant state entomologist of Wisconsin, is the new secretary of the Wisconsin Horticultural Society and editor of Wisconsin Horticulture. He has had experience as an employee of the Federal Horticultural Board.

Up to March 15th Griffing Nurseries, Beaumont, Tex., had shipped 100 carloads of evergreens and shrubs to various points in the United States. An order for a carload for Portland, Ore., had been received.

A bill in the legislature of the State of Washington would exempt unsalable growing Nursery stock from tax assessment.

Considerable criticism attaches to the dismissal by county commissioners of the horticulturist and his assistants in the Seattle, Wash., district and the appointment in their places of men said to be not qualified for the work involved. Protest has been made to the state director of agriculture.

The total production of commercial apples in Canada for the year 1926 is estimated preliminarily at 2,550,000 barrels of the value of \$13,387,500, as compared with 2,943,060 barrels, value \$16,907,440, the finally revised estimate for 1925. The average value per barrel in 1926 is \$5.25 as compared with \$5.60 in 1925.

S. J. Verhalen, of the Verhalen Nursery Scottsville, Tex., has been for some time in the Northern states on his annual sales trip.

Living standards of farm families engaged in commercial agriculture in areas of low income and low family expenditure are to be studied in a series of socio-economic investigations by the Department of Agriculture, the first of which has just been launched in the southern part of Ohio.

Herbert Spencer said, that the man who expends his energies wholly on private matters, refuses to take part in public affairs, pluming himself on his wisdom in making his own business, is blind to the fact that his own business is made possible only by the prosperity of all.

Dr. E. T. Wherry, botanist of the U. S. Dept. of Agriculture, suggests that the phlox be designated the national flower. He says: "The phlox grows red, white and blue and is seen all over the U. S. It does not grow in any other country."

## NAPERVILLE NURSERIES

LAST CALL FOR LINING OUT STOCK. If you do not have our list No. 211, it will be mailed upon request. If you are in need of any of the items listed below, check over your want list now as stock is going fast. MARCH 3, 1927.

TREES			SHRUBS (Continued)		
Acer saccharum, Sugar Maple	2 yr.	*12-15" \$37.50	Physocarpus opulifolius, Com. Ninebark	1 yr.	15-30" 18.00
Aesculus hippocastanum, Horsechestnut	1 yr.	6-10" 20.00	luteus, Goldenleaf Ninebark	1 yr.	12-24" 25.00
Allanthus glandulosa, Tree-of-Heaven	1 yr.	15-24" 12.50	Rhamnus frangula	1 yr.	12-24" 25.00
same	1 yr.	12-18" 12.50	Rhodotypos kerrioides, Jetbead	1 yr.	8-12" 25.00
Betula alba, European White Birch	2 yr.	*9-12" 55.00	same	2 yr.	12-15" 30.00
lenta, Sweet Birch	1 yr.	*1-2" 30.00	same	2 yr.	15-24" 40.00
lutea, Yellow Birch	3 yr.	*1-2" 35.00	Rhus glabra (Smooth) Sumac	1 yr.	*12-18" 18.00
Cornus florida, Flowering Dogwood	1 yr.	*12-18" 35.00	typhina (hirta) Staghorn Sumac	1 yr.	*18-24" 27.50
Crataegus coccinea, Thicket Hawthorn	1 yr.	6-8" 35.00	laciniata, Shredded Sumac	1 yr.	*6-12" 50.00
oxyantha, English Hawthorn	2 yr.	6-8" 25.00	same	1 yr.	*12-18" 60.00
Fagus americana, American Beech	2 yr.	*12-18" 40.00	Ribes alpinum, Mountain Currant	2 yr.	*8-15" 40.00
Gleditsia triacanthos, Common Honeylocust	2 yr.	*2-3" 20.00	aureum	1 yr.	15-24" 30.00
Juglans nigra, Black Walnut	1 yr.	*12-18" 17.50	Rosa chinensis manetti, Manetti, Rose	1 yr.	8-10" 30.00
Liquidambar styraciflua, Sweetgum	2 yr.	*12-18" 27.50	setigera, Prairie Rose	1 yr.	*8-15" 30.00
Populus nigra	1 yr.	18-24" 20.00	Rubus odoratus, Flowering Raspberry	1 yr.	*15-30" 40.00
Prunus serotina, Black Cherry	1 yr.	12-15" 10.00	Sambucus canadensis, American Elder	1 yr.	2-3" 32.50
Quercus macrocarpa, Mossycup Oak	1 yr.	4-6" 15.00	aurea	1 yr.	15-24" 40.00
rubra ambigua, Northern Red Oak	1 yr.	4-6" 15.00	pubens, Scarlet Elder	1 yr.	8-12" 20.00
same	2 yr.	8-12" 27.50	same	1 yr.	12-15" 25.00
Salix discolor, Pussy Willow	1 yr.	12-18" 20.00	Spiraea billardi alba, White Billiard Spirea	1 yr.	8-12" 30.00
same	2 yr.	18-24" 20.00	bumalda, Bumalda Spirea	2 yr.	6-12" 40.00
vitellina aurea, Russian Gold Willow	1 yr.	2-3" 12.50	anthony waterer, An. Wat. Spirea	2 yr.	8-12" 50.00
Sorbus aucuparia, European Mountain-ash	2 yr.	*18-24" 30.00	douglasii, Douglas Spirea	2 yr.	10-15" 22.50
SHRUBS			latifolia (bethlehemensis), Pink Mead	1 yr.	12-15" 25.00
Acanthopanax pentaphyllum, Aralia Penta-	1 yr.	15-18" 45.00	dow Spirea	1 yr.	10-15" 65.00
phylla	2 yr.	10-12" 10.00	thunbergii, Thunberg Spirea	2 yr.	10-15" 30.00
Amorpha fruticosa, Indigobush	2 yr.	12-16" 17.50	tomentosa, Hardhack	1 yr.	6-12" 35.00
same	2 yr.	4-6" 25.00	vanhoutii, Vanhoutte Spirea	1 yr.	6-12" 35.00
canescens, Leadplant	2 yr.	4-6" 5.00	same	1 yr.	12-18" 30.00
Berberis thunbergii, Japanese Barberry	1 yr.	4-6" 9.00	Symphoricarpos mollis (acutus), Spreading	1 yr.	15-18" 25.00
Calycanthus floridus, Common Sweetshrub	1 yr.	12-18" 35.00	Snowberry	1 yr.	15-18" 20.00
same	1 yr.	6-8" 9.00	racemosus, Common Snowberry	1 yr.	15-18" 30.00
Caragana arborea, Siberian Pea-tree	2 yr.	12-16" 35.00	vulgaris, (orbiculatus), Coralberry	1 yr.	12-18" 30.00
Cornus alba sibirica, Coral Dogwood	1 yr.	8-12" 22.50	aurea, Goldentipped Coralberry	2 yr.	8-12" 30.00
same	1 yr.	15-18" 22.50	Syringea josikea, Hungarian Lilac	2 yr.	8-12" 30.00
same	2 yr.	18-24" 27.50	henryi lutesce, Henry Lutesce Lilac	1 yr.	6-10" 65.00
amomum (sericea), Silky Dogwood	1 yr.	12-18" 22.50	villosa, Late Lilac	2 yr.	8-15" 32.50
flaviramea, Goldentwig Dogwood	2 yr.	12-18" 30.00	vulgaris, Common Lilac	1 yr.	6-10" 17.00
Deutzia gracilis, Slender Deutzia	2 yr.	*6-12" 40.00	same	2 yr.	10-15" 25.00
lemoinei, Lemoine Deutzia	2 yr.	8-12" 40.00	same	2 yr.	15-24" 35.00
lemoinei, Lemoine Deutzia	2 yr.	12-15" 47.50	alba, Common White Lilac	1 yr.	6-12" 35.00
scabra plena, Double Rose Deutzia	2 yr.	10-15" 25.00	same	2 yr.	12-24" 45.00
Euonymus obovatus, Running Euonymus	2 yr.	10-15" 50.00	Tamarix africana, African Tamarix	1 yr.	2-3" 27.50
Eurochorda grandifolia (racemosa), Com. Pearl Bush	1 yr.	8-12" 27.50	Viburnum opulus, European Cranberrybush	1 yr.	4-6" 30.00
Forsythia intermedia, Border Forsythia	1 yr.	12-18" 27.50	same	1 yr.	6-12" 42.50
aurea, Golden Fortune Bell	2 yr.	15-24" 40.00	Weigela desboisii, Desbois Weigela	1 yr.	10-18" 55.00
Hibiscus bicolor hybrida, Double Flesh Pink	1 yr.	*6-12" 25.00	Eva Rathke, Eva Rathke Weigela	1 yr.	10-18" 80.00
boule de Feu, Double Red	1 yr.	*6-12" 25.00	amabilis	1 yr.	8-12" 80.00
Jeanne d'Arc, Double White	1 yr.	*6-12" 25.00	van houtii	1 yr.	6-15" 80.00
Lady Stanley, Double Bluish White	1 yr.	*6-12" 25.00	VINES		
totus albus (snowstorm), Sin. White	1 yr.	*6-12" 25.00	Ampelopsis quinquefolia (Parthenocissus)	1 yr.	15-24" 12.50
Hydrangea arborescens grand., Snow Hy.	2 yr.	8-12" 30.00	Virginia Creeper	1 yr.	15-24" 12.50
Ligustrum ibota, Iboeta Privet	1 yr.	15-24" 20.00	engelmannii	1 yr.	*6-15" 20.00
regelianum, Regal Privet	2 yr.	8-12" 45.00	tricuspidata veltchii, Japanese Creeper	1 yr.	*6-15" 20.00
same	2 yr.	12-18" 55.00	Aristolochia siphon (Macrophylla) Dutch-	1 yr.	6-12" 20.00
ovalifolium, California Privet	1 yr.	12-18" 10.00	mansipie	1 yr.	6-12" 20.00
Lonicera bella albidia, White Bell Honey-	1 yr.	18-24" 20.00	Bignonia radicans (Tecoma Radicans)	2 yr.	8-15" 20.00
chrysantha, Creamy-bell Honeysuckle	1 yr.	18-24" 25.00	Trumpet creeper	2 yr.	8-15" 20.00
fragrantissima, Winter Honeysuckle	1 yr.	12-18" 35.00	Celastrus scandens, American Bittersweet	1 yr.	6-12" 20.00
morrowi, Morrow Honeysuckle	1 yr.	15-24" 22.50	Lonicera japonica aureoreticulata, Yellow net	3 yr.	12-18" 30.00
tatarica grandiflora, Bride Honeys'e	1 yr.	15-24" 25.00	halleana, Hall's Japanese Honey-	2 yr.	8-15" 20.00
rosea (rubra), Rosy Tat'n Honeys'e	1 yr.	15-24" 25.00	suckle	1 yr.	8-12" 30.00
Philadelphus coronarius, Sweet Mockorange	1 yr.	15-24" 35.00	Vitis labruska (Beta) Fox Grape	1 yr.	8-12" 30.00
florepleno, Double Mockorange	1 yr.	12-18" 25.00	Nigra	1 yr.	8-12" 30.00
grandiflorus, Big Mockorange	1 yr.	15-24" 25.00	Diamond	1 yr.	8-12" 30.00
gordonianus, Gordon Mockorange	1 yr.	15-24" 27.50	Worden	1 yr.	8-12" 30.00
lemoinei, Lemoine Mockorange	2 yr.	10-15" 37.50	Concord	1 yr.	8-12" 30.00
avalanche	2 yr.	12-18" 65.00	Wisteria magnifica, Yellow Wisteria	2 yr.	6-10" 50.00
nivalis, Snowbank Philadelphus	1 yr.	15-24" 25.00	sinensis, Chinese Wisteria	2 yr.	6-10" 40.00
virginial, transplanted	1 yr.	15-24" 20.00	alba, White Chinese Wisteria	2 yr.	6-10" 50.00
zeyheri, Zeyher Mockorange	1 yr.	15-24" 20.00			

ABOVE ITEMS OFFERED SUBJECT TO PRIOR SALES

## NAPERVILLE NURSERIES, Naperville, DuPage Co., Illinois

### Nurserymen in Community Work

Something of a community experiment is to be made in the establishment at Daytona, Fla., of tropical and semi-tropical gardens by the Griffing Interstate Nurseries. A similar experiment is in progress at New Moorefield, O., under the direction of A. J. Bookwalter, president of the Berryhill Nurseries of Springfield, O., in the way of social features and community improvements. The work of the Scarffs in the western part of Clark County is cited in this connection.

### Ontario Horticultural Association

Ontario horticulturists to the number of 300 gathered in convention at Toronto on February 10 and 11. In the president's address and later in a resolution adopted by the convention, the principle of commercial horticultural societies was condemned. Many growers have felt the pinch of this unfair competition. Greater interest in the floral displays at the Canadian National Exhibition was urged by the president, F. A. Kent, of Port Perry.

J. E. Carter, representative on the Canadian Horticultural Council, reported on the activities of that body. Through the efforts of the council, arrangements were made for the formation of a horticultural section of the Canadian Society of Technical Agriculturists. This section will act in an advisory capacity on horticultural matters.

By resolution the minister of agriculture

was urged to provide more assistance to the horticultural societies, either in the form of a large grant or in increased staff of lectures.

The association went on record as being in favor of the purchase of stock from Canadian Nurseries whenever possible.

### Grafting Pear on Thorn

A correspondent in Oneonta, N. Y., says in Rural New Yorker: "In an experience of 30 years I have never found that the thorn dwarfed the pear. Grafting on the shad-blow and mountain ash had that effect, but the only noticeable effect from grafting on the thorn was that with most varieties it was hard to tell what kind they were. Some of the earlier kinds it did not affect so much as it did the later varieties. There was a change in flavor which in some varieties is very pleasing. As a general thing all kinds grow larger than on standard trees. If one is grafting a number of different kinds it is a good plan to tag the trees or you may not be able to tell one kind from another, but they will be the finest pears that you ever saw. The first pear I grafted on a thorn I grafted two stubs. The third year they began to bear, and such pears as they were! There was half a bushel on the two grafts, and one of the pears weighed a pound and fourteen ounces."

Says H. B. Tukey: "Most pear men feel that the thorn has little value as a stock for the pear excepting possibly on soils which

may be so wet and cold as to be unfit for either pear or quince roots."

### Commercial Lilac Culture

Few people realize the magnitude of the lilac industry of the Hudson Valley, or how many hundred barrels of the sweet-scented blossoms are sent to New York City during each season. In the region stretching from Newburgh northward up and through Middlehope, Milton, Marlborough and Kingston are many thousands of bushes that have been set out and are cultivated just the same as are grapes or currants, and each evening during the shipping season, which occurs practically at the time of rhubarb shipping, one will see trucks coming to the shipping stations loaded down with barrels and crates of rhubarb in the lower tiers, surmounted by many barrels of lilacs in the upper. During this shipping time a trip to New York on the river boats is a pleasure, for the air of the boat is loaded with the scent of the many barrels of blossoms that are stored about the decks. The shipping of the lilac blossoms started perhaps 30 years ago in very small quantities and only within the last 10 years or so has it reached the status of an industry, due to the fact that many orchards which were planted just previous to the war have come into bearing. Very few extensive plantings have been made within the last four or five years, due to the fact that growers believe the saturation point of the market has been reached.—Rural New Yorker.

## TRADE ASSOCIATIONS

American Association of Nurserymen—Charles Sizemore, secy., Louisiana, Mo.; 1927 Convention, Cleveland, O., June 22-24.

Alabama Nurserymen's Association—Dr. F. T. Nye, Secy., Irvington.

Arkansas Nurserymen's Ass'n.—J. E. Britt, Secy., Bentonville.

California Assn. of Nurserymen—John A. Armstrong, Jr., Secy., Ontario, Cal.

Connecticut Nurserymen's Association—A. E. St. John, Secy., Manchester; Summer meeting, Lake Compounce, Bristol.

Eastern Canada Nurserymen's Association—Chas. K. Baillie, Secy., Box 158, Welland, Ontario.

Eastern Nurserymen's Association—H. Lloyd Haupt, Secy., 151 Broadway, Rochester, N. Y.

Fruit and Flower Club of Western New York—Fred M. O'Brien, Geneva, Secy.

Illinois Nurserymen's Association—N. E. Averill, secy., Dundee, Ill.

Iowa Nurserymen's Association—R. S. Herrick, secy., State House, Des Moines, Ia.

Kansas Nurserymen's Association—James N. Farley, Sec'y., Topeka.

Kentucky Nurserymen's Association—Alvin Kidwell, Secy., St. Matthews.

Massachusetts Nurserymen's Association—Winthrop H. Thurlow, secy., West Newbury, Mass.

Michigan Association of Nurserymen—C. A. Krill, secy., Kalamazoo.

Minnesota Nurserymen's Association—W. T. Cowperthwaite, Secy., 20 W. Fifth St., St. Paul.

Missouri Nurserymen's Association—George H. Johnston, secy., Kansas City Nurs., Kansas City, Mo.

Nebraska Nurserymen's Association—Ernst Herminghaus, Secy., Lincoln.

New England Nurserymen's Association—W. N. Craig, Weymouth, Mass.

New Jersey Association of Nurserymen—John Marselle, secy., Wyckoff, N. J.

New York Nurserymen's Association—Charles J. Maloy, secy., Rochester, N. Y.

Northern Retail Nurserymen's Association—C. H. Andrews, secy., Faribault, Minn.

Ohio Nurserymen's Association—Howard N. Scarff, secy., New Carlisle, O.

Oklahoma Nurserymen's Association—W. E. Rey, secy., Oklahoma City.

Pacific Coast Association of Nurserymen—C. A. Tonneson, secy., Burton, Wash. 1927 convention, Portland, Ore.

Pennsylvania Association of Nurserymen—Floyd S. Platt, secy., Morrisville, Pa.

Rocky Mountain Nurserymen's Assn.—S. W. Marshall, Sec'y., Denver, Colo.

Rhode Island Nurserymen's Association—H. H. DeWidt, secy., 521 Elmwood Ave., Providence, R. I.

Rio Grande Valley Nurserymen's Assn.—H. L. Bonnycastle, secy., Mercedes, Tex.

South Dakota State Nurserymen's Association—J. B. Taylor, secy., Ipswich.

Southern Alabama Nurserymen's Ass'n.—W. H. Pollock, Irvington, Sec'y.

Southern Nurserymen's Association—W. C. Daniels, Secy., Pomona, N. C. Sept. 1927. Jacksonville, Fla.

South Texas Nurserymen's Assn.—W. R. McDaniel, Alvin, Tex., secy.

Southwestern Nurserymen's Association—Thomas B. Foster, Secy., Denton, Tex., 1927 Convention, Galveston, Texas.

Tennessee Nurserymen's Association—Prof. G. M. Bentley, secy., Knoxville, Tenn.

Western Association of Nurserymen—George W. Holsinger, secy., Rosedale, Kan.

Western Canada Nurserymen's Association—T. A. Torgeson, secy., Estevan, Sask. Canada.

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We are offering the trade an assortment of biota orientalis ranging from 2 to 3 foot plants to 7 to 9 foot plants. We also have some exceptionally good Japanese privet, 3 to 4, and 4 to 5 feet, and some heavy shrubs. Ask for prices.

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If proofs are wanted, copy should be in hand previous to above dates.

American Fruits Pub'g Co., P. O. Box 124, Rochester, N. Y.

### Cherry Root Stocks

By Robertson-Vistica Co., Stockton, Cal.

**T**HE orchard-proof facts about cherry rootstocks in California are only just now shining through the fog of indecision and argument. This is especially true of the Morello root which now seems pretty convincingly to be an improvement over both the Mazzard and Mahaleb on heavy and wet soils particularly and probably on some of the other soil types.

The so-called Stockton Morello, named such because it has been used by the Italian colony in the district east of Stockton as their favorite cherry tree foundation for the last 35 or 40 years, is the only Morello known to give the advantages which every grower is commencing to hear about. The Morello in our eastern states seems to be the English Morello, while the Stockton strain must have come to California directly from southern Europe.

The performance of this rootstock is a revelation. Take the typical case on Martini Brothers place on Baker's Lane north-east of Stockton. Here a number of commercial varieties are on Morello and Mazzard roots, side by side. All of these overgrow the union on Morello, yet despite the weakened or constricted appearance which thus is often given such a union never breaks. Neither is the normal growth of the tree retarded later on. The Bing overgrows the union the least, Royal Anne most, and the Chapman will not grow on Morello at all without double working. All the other commercial varieties grow well on it but overgrow the union more than does the Bing. The higher the union is made the more this overgrowth is lessened. Martini's soil is a rich, heavy loam 25 feet to hardpan and 40 feet to water.

This is an ideal situation for the Mazzard root, yet trees on it do not compare with those nearby on Morello. In 1923, three inches of manure was thrown on this soil among the cherry trees. This sudden richness almost killed out the trees on Mazzard, while those on Morello thrived. The ones on Mazzard had to be butchered to save them and still, in 1926, are not back to normal.

The Morello seems to stand up on wet soils better than other cherry roots. Also better on shallow, hardpan soils. "It does better than the Mazzard or Mahaleb wherever those roots do well," says one grower.

Care must be taken to get Morello "seedlings" which came to life as suckers from old Morello roots or else have been otherwise vegetatively propagated, as from root cuttings. It is out of the question to rely upon seedlings grown from Morello pits if you wish to avoid variation and be sure of gaining the advantages of the Stockton strain of Morello. Morello does not come good from cuttings.

There is a chance that something may some day come from Morello-Mazzard crosses. Such seedlings in at least one instance are being grown to determine their value.

The Mahaleb is good for sandy, rocky, lime soils where the Mazzard will not do well. But curiously enough, Morello root does better even on blow sand than it does on the shallow gumbo, close to hardpan.

This is one reason why new interest is now being taken in planting shipping cherries in the counties in the central and southern San Joaquin Valley. This is untried territory for profitable commercial cherry culture and only experimenting with Morello root is going to determine the degree of success possible. Neither Mahaleb or Mazzard rooted trees have so far permitted a profitable cherry development in those counties.

#### Pruning Roots is Essential

W. B. Cole, Painesville, O., says pruning the roots of large trees and evergreens is essential in giving the best results. His experience has been that a tree, evergreen or other shrub that has been root-pruned frequently, which is about the same as transplanting, becomes accustomed to this treatment. When the roots are pruned back they make much more fibrous roots, while the roots of the ones that have not been pruned reach far out from the main plant, making them much more difficult to move without injury.

## THREE DECADES OF NURSERY TRADE JOURNALISM

### A Trade Record Which Can Never Be Duplicated

Wherein Is Presented, Not What Will Be Done But What Has Been Done and Is Being Done By

THE AMERICAN NURSERYMAN  
CHIEF EXPONENT OF THE AMERICAN NURSERY TRADE

**T**HE editor of the American Nurseryman, originated Nursery Trade Journalism in America thirty-five years ago.

2—He was the first to elicit expression of opinion by Nurserymen, through the columns of a trade journal, on live subjects of practical value to the trade.

3—He was the first to boost for the American Association of Nurserymen and for an increase in its membership; arguing year after year that when practical advantages and a limited membership total were established there would be a waiting list of those who were knocking at the door, instead of continual solicitation on the part of the organization.

4—He was the first to recommend and persistently to urge reorganization of the American Association of Nurserymen which was accomplished in 1915, from which time dates the nation-wide influence of that organization, as was predicted.

5—He was the first to propose that the American Association of Nurserymen should not only have a membership committee but that all applications for membership should be passed upon by that committee after due examination of the qualifications of the applicant; that ability to present a check for the membership fee was not sufficient.

6—He was the first to urge adoption of the principles of a Code of Ethics and long argued the importance of this subject. This agitation resulted finally in the insertion of Section 9 in the constitution of the A. A. N.

7—He was the first to propose and urgently to argue for, the establishment and maintenance of an A. A. N. Vigilance Committee. So novel was this idea that its real purport was not grasped by the committees annually appointed until two or three years had elapsed, when it began to function normally.

8—He was the first to argue that the duties of the Vigilance Committee should apply to transactions between a Nurseryman and a planter as well as between members of the trade. This novel idea was finally put into operation, as shown by Vigilance Committee records.

9—He was the first to propose systematic publicity—indeed, any kind of organization-backed publicity—for the American Nursery Trade.

10—He was the first to demonstrate that a Nursery inspector is an ally and not an opponent in good business practice; that a certificate of inspection is a strong selling point. Cooperation with state entomologists and their representatives is now general in the trade.

11—He was the first to exclude from a Nursery Trade Journal advertisements of unreliable concerns.

12—He was the first to question the policy of the current waiver of guaranty: "We give no warranty, expressed or implied, as to quality of any Nursery stock we sell;" also the announcement that the responsibility of the Nurseryman ceases before the delivery of the goods to the purchaser.

13—He was the first to publish an adequate report of a convention of a Nursery trade organization and has maintained through three decades annual reports of proceedings of the American Association of Nurserymen aggregating pages in space as compared to columns elsewhere, outside of the official reports.

14—He was the first to suggest the formation of an American Federation of Horticulture, or Congress of Horticulture.

15—The American Nurseryman was first to carry advertisements in the columns of a Nursery trade journal beyond the subscription list and to the entire trade.

16—To give a semi-monthly and weekly trade journal service.

17—To suggest affiliation of state and regional Nursery associations with the national organization.

18—To feature seasonal trade reports on crop and market conditions.

19—To boost for Market Development as the outgrowth of trade publicity.

20—To uphold Government protection of American agriculture and horticulture from foreign insects and diseases.

21—To place a Nursery Trade Journal on the desk of every Nurseryman in the country.

22—To publish an illustrated history of the American Association of Nurserymen from the date of its origin.

23—To maintain for years, exclusively in a trade publication display advertisements citing the advantages of membership in the American Association of Nurserymen at times extending such space to cover an entire page.

24—To preserve in periodical form the activities of the American Nursery Trade in all phases and in every section—a trade record exclusive in kind, comprehensive in character and complete to date.

American Fruits Publishing Co., Inc.  
P. O. Box 124, Rochester, N. Y.

President Will B. Munson and Executive Committeeman J. M. Ramsey, of the Southwestern Association of Nurserymen, heartily indorse a bill in the Texas legislature which would regulate the sale of insecticides and fungicides in that state and would tax the manufacturers for a certificate to sell.

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9,050	MUGHO PINE. 2-year seedlings .....	x	3.00 18.00
3,250	COLORADO SPRUCE. 4 to 7 in. ....	x	12.00 75.00
34,000	WHITE SPRUCE. 6 to 9 in. ....	x	4.00 25.00
15,000	RED PINE. 18 to 30 in. ....	x	25.00 175.00
5,000	SCOTCH PINE. 18 to 30 in. ....	x	20.00 135.00
4,300	JAPANESE HARDYBERRY. 18 to 24 in. ....	x	15.00 85.00
14,000	AMERICAN BEECH. 8 to 12 in. seedlings .....	x	4.00 20.00
3,000	AMERICAN BEECH. 12 to 18 in. seedlings .....	x	6.00 32.50

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10,000	<i>Retinospora pisifera</i> .....	2.00	15.00
5,000	<i>Retinospora obtusa</i> .....	2.50	20.00
3,000	<i>Ilex crenata</i> —Japanese Holly .....	3.00	25.00
5,000	<i>Mugho pine</i> .....	2.00	15.00
20,000	<i>Scindopitys verticillata</i> —Japanese umbrella pine .....	5.00	40.00

All the above seedlings were grown in sandy loam, have not been crowded in beds,  
and are consequently of good size and vigor. Five hundred at thousand rate; mixed  
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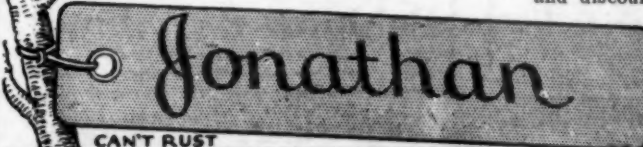
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TREES, EVERGREENS  
SHRUBS, PERENNIALS, Etc.

Growers of

### LINING OUT STOCK

Naperville, Ill.

Catalog and list of Lining Out Stock offerings will be sent upon request.  
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### LINING OUT

HEMLOCK SPRUCE  
ARBOR VITAE MAPLES  
JUNIPER VIBURNUM  
and other good items.

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Putney, Vermont

"Grown in Vermont, It's Hardy."

### WE HAVE THEM You May Want Some

Norway, Sycamore and Silver Maples; Pin, Red, Mossy Cup, Catesbaei and Willow Oaks.

Butterfly Bush, Dogwoods, Deutzias, Forsythia, Spireas, etc.

Our Trade List is ready.  
Get next to one.

Atlantic Nursery Co.

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### Grape Vines

Grown from cuttings planted this spring, consisting of Moore's Early, and Concorda. Graded as in former years: 1 yr. XX; 1 yr. No. 1; 1 yr. No. 2; 1 yr. No. 3. Will have possibly 10,000 Moore's Early, 3 yr. transplanted vines. Cut back this spring should be Extra Strong vines. Correspondence solicited.

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CHAS. M. PETERS, Proprietor

### Franklin Forestry Co.

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COLRAIN AND SUDBURY, MASS.

FOREST NURSERY STOCK

CONTRACT FOREST PLANTING

Send for our catalogue

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MASS.

### EVERGREENS MILLIONS OF THEM

Seedlings—Transplants—Cuttings  
Grown under glass

Also Apple Trees, Shade Trees, Hedgeplants, Shrubs, Vines, Peony.

Send for our latest Bulletin

Sherman Nursery Co.

The largest growers of Evergreens in the world

Charles City, Iowa

### Scotch Grove Nursery

GROWERS OF

### EVERGREENS

FOR

### Lining Out

GOOD ASSORTMENT OF  
STANDARD SORTS

Price List on Request Established 1871

SCOTCH GROVE, IOWA

### EVERGREENS SEEDLINGS and TRANSPLANTS

FOR LINING OUT

WRITE FOR OUR PRICE LIST

THE NORTH-EASTERN FORESTRY CO.

"WE GROW OUR OWN TREES."

CHESHIRE,

CONNECTICUT

### Lining Out Stock

Acer ginnala and campestre, Cornus florida, Lindera, Prunus tomentosum (understock for triloba), Rhodotypos, Iboilum Privet, Box-Barberry frame cuttings. Complete line of Evergreens, shrubs and perennials.

The Elm City Nursery Co.

Woodmont Nurseries, Inc.

New Haven, Conn.

### BROAD LEAF EVERGREENS

RARE AND CHOICE CONIFERAE

AZALEAS (Evergreen and Deciduous.)

FLOWERING SHRUBS,

VINES and CLIMBERS

We produce the greatest variety of Herbaceous Plants and Field Grown ROSES in America. Ask for our wholesale price lists.

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RUTHERFORD, NEW JERSEY

### Connecticut Valley Grown

SEEDLINGS  
POTTED EVERGREEN  
CUTTINGS

TAXUS—Our Specialty

Send for our complete list.

C. E. WILSON & CO.

Manchester, Conn.

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Acer plantanoides, 2 yr. Seedlings  
Betula alba, 3-6" & 6-9"  
Calycanthus floridus, 1 yr. Seedlings  
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Prunus serrulata, 1 yr. Seedlings  
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Prices & Complete Price List on Request

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P. O. Box No. 52 Mountain View, N. J.

### Your Future Seedlings WILL BE FROM CALIFORNIA

We have French climate and better soil. Those who tried them last year bought heavy this year. Try some for comparison and be convinced. We still can offer a limited number of P. calleryana and Myrobalan seedlings.

Robertson-Vistica Nursery

118 N. Ophir Street

Stockton, Calif.

### 1927 PRICE LIST

of

Collected Hardy Native  
EVERGREENS, TREES  
SHRUBS and PLANTS

Write for it!

L. E. WILLIAMS NURSERY CO.

Exeter, N. H.

Successor to L. E. Williams, Exeter, N. H.  
and I. L. Williams, Manchester, Vt.

# American Nurseryman Directory of American Plant Propagators

Listing Nursery Concerns Which Specialize in Production of Young Stock,  
Including That Which Has Heretofore Been Imported

**THIS SPACE**  
**\$5.00 Per Month**  
Under Yearly Term  
Including publication 1st and 15th.  
**Twice a Month at Single Rate**  
**Chief Exponent**  
**of the Nursery Trade**

★  
**ROSES**  
Shrubs Cannas  
Lining-out Evergreens  
Send for Trade-List  
**The CONARD-PYLE Co.**  
ROBERT PYLE, Pres. West Grove, Pa.  
"More than 25 years' experience"

Established 1883  
**LINING OUT STOCK**  
**Tropical Ornamentals**  
And small pot stock for growing on  
**PALMS A SPECIALTY**  
Shade Trees, Shrubs, Vines, Ornamental  
Grasses, Bulbs, Etc.  
Give us your want list and let us quote.  
**LEASONER BROTHERS'**  
**Royal Palm Nurseries**  
Drawer "N" ONECO, FLORIDA

## What Does This Tell You

In his address at the Detroit convention of the Society of American Florists last month President H. B. Berning, St. Louis, Mo., said:

"Our business has made wonderful strides in the last fifteen years. Production has increased yearly by leaps and bounds. In spite of that, we have just passed through during the month of January one of the greatest sacrifices that has been known for many years in the floral industry. What does this tell you? It tells you that the demand is growing in proportion to the increase of production. Why not? If you will look over some figures you will note all of the large industries in the country are continually spending more and more money. I am reliably informed that the light and power industry in this country have budgeted for this year of 1927 to spend close to a billion dollars for stations, transmission and distributing parts.

"Everyone seems to be under the impression there was going to be a lull in the building industry. Nineteen twenty-six was a record breaker with \$6,850,000,000 worth of building done in the United States. So far, the indications are that in 1927 there will be \$6,250,000,000 spent—a very small trifle less than 1926, which is the peak year. "These are only a few items to show you just what you can look for in 1927. There will be a great many more for the reason that money is cheap and plentiful. This always means that there is a great deal of activity because the money must be kept in circulation. What does this tell you? It says that you must get busy and get your share of this money. You can get it. There is only a very small proportion of the people in the country who are flower buyers. The largest percentage is still open for conviction. They can be flower buyers; they have the money and can afford it and it is up to you to teach them what flowers mean. You can do so only through strenuous advertising.

"Wrigley, the chewing gum king, riding on a southern train some time back, was asked by a companion, 'Why don't you save several million dollars by stopping your advertising for a year?' Wrigley's reply was, 'This train is probably going fifty miles an hour. How long do you think the train would continue at that speed if you would take off the engine?'

"This tells you what to expect if you lay down on your advertising. Increase it and go the limit! You are engaged in the most wonderful business in the world. You are

dealing with sentiment. This is the easiest article in the world to sell and the most hardened person in the world has sentiment. In fact, as a rule, the harder they appear, the more sentiment they have. This is what you are appealing to in selling flowers and there is nothing that can take their place."

## Canadian Fruit Growers

After a three days' session at Kelowna, the British Columbia Fruit Growers' Association reached a decision which will probably have far-reaching effects in the successful marketing of fruit and vegetable products in the Pacific Coast province. The new plan involves the creation of a committee to control the movement of the fruit and vegetable crops for the year. This committee will be presided over by three representatives, one appointed by the Associated Growers, one by the independent shippers, and one by the government.

President E. W. Mutch, of Penticton, in his address to the convention, said that internal competition had so reduced the terms to growers that unless the prevailing conditions were remedied many growers would find it impossible to continue in business. "In every other business there is organized control," said he. "No remedy will go far unless it receives wholehearted support. Fruit growing in British Columbia is still a good business if properly conducted, and it has possibilities of becoming of the utmost importance."

## Cortland Apple Indorsed

At the eastern meeting of the New York Horticultural Society in Poughkeepsie the Cortland apple came into its own in the variety question, says H. B. Tukey. In previous years Cortland has been discussed pro and con in reference to its planting for trial. This year it was heartily supported by the majority who knew it. Apparently Cortland has reached a place where its faults and virtues are understood and the opinion is that Cortland is a very good and worth planting in a commercial way. This will be welcome news to those who have already planted Cortland, and a valuable suggestion to those who have not.

Detailed studies to determine suitability of seven tracts in Southern states for creation of permanent and prosperous agricultural communities are to be undertaken by the U. S. Dept. of the Interior. Tracts have been designated by the States of North and South Carolina, Georgia, Florida, Alabama, Mississippi and Tennessee.

## Heroines of the Day

Roses were the heroines of the day at the Flower Show at the Grand Central Palace yesterday, with commercial growers vying with one another with displays of from 500 to 1,000 blossoms covering 300 square feet. The first prize of \$1,000 in gold went to Frank Traendly, of Traendly & Schenck, of Rowayton, Conn.; second prize of \$600 went to A. N. Pierson, of Cromwell Gardens, Conn.

In the winning exhibit were many varieties, including Mrs. Calvin Coolidge, Butterfly, Briarcliff, Claudius Pernet, Premier, Pierson, Golden Ophelia, Templar and Rapture.

Roses were likewise the leading motif of the dinner table decorations for which private growers competed. Mrs. Redmond Cross won first place; John W. Masury, of Center Moriches, second, and Percy Chubb, third.

Among the prize winning beauties exhibited in the major contests of the day were roses standing ten feet high. The exhibits had cost their owners nearly twenty thousand dollars to produce, and represented the loss of perhaps 25,000 buds which had been nipped off in order to force the choice large specimens.

Among the new arrivals was a special exhibit of narcissi which came in on the Olympic for John Sheepeer's display. They were valued at \$500. The bulb of the new white tulip which was awarded the President Coolidge medal is valued at \$1,000.—New York Herald-Tribune, March 24.

## Japanese Beetle Parasites

In Chosen, Korea, five species of parasites of related species were found which proved to be parasitic to the Japanese beetle as well. The fact that the latitude of Japan and Chosen is about the same as that of Philadelphia and the region where the beetle is established led to confidence in the possibility of rearing suitable parasites in this country and combating the pest with them.

Of the various species of these insect enemies of Popillia Japonica found, three are parasites of the adult beetle and six of the larvae. Each is described in detail in Department Bulletin 1429-D recently issued by the United States Department of Agriculture, and recommendations are made as to which have proved most promising for introduction into this country. The bulletin is available to those interested upon application to the Department in Washington, D. C.

## PALMETTO PALMS

10" \$ 8.00 per 1000	16" \$14.00 per 1000
12" 10.00 per 1000	18" 16.00 per 1000
14" 12.00 per 1000	20" 18.00 per 1000
22" and 24" \$20.00 per 1000	

CABBAGE PALMETTO PALMS 30" up \$30.00 per 1000.  
SPANISH MOSS, 10c per lb. FERNS, AIR PLANTS, WATER  
LILLIES, HYACINTHS, MAGNOLIAS, ETC. Write your wants.  
I will get you what you want. Above prices are cash with order.  
F. O. B. shipping point.

**H. ROBINSON Box 955 Okeechobee, Fla.**

## THIS SPACE

**\$5.60 PER MONTH**

Under Yearly Term—Including publication

**Twice a Month for the Single Rate**

**CHIEF EXPONENT OF THE NURSERY TRADE**

## Trade Bulletins

R. G. Brown has started a pecan tree Nursery 12 miles from Montgomery, Ala.

T. J. Ferguson, Wauwatosa, Wis., for 40 years in the Nursery business, has retired; but he takes pleasure in keeping in touch with trade affairs through the columns of the American Nurseryman.

Private planters have placed orders for delivery of 702,250 young trees, next spring, the Pennsylvania State Forestry Department announces.

In a show window of the headquarters of the Truro Nurseries, Halifax, N. S., is an exhibit of bird-feeding appliances arranged by Boy Scouts.

The 13 red oak trees planted in Philadelphia last month in honor of the original states were the gift of William W. Harper and Frazier Harrison, of Philadelphia.

Nelson Crist, Nurseryman, and Ralph R. Moore, seedsman, are associated with Eugene M. Rumph, mail order manager, in the conduct of the Empire Nursery and Seed Co., Atlanta, Ga.

Wyoming Valley, Pa., Nursery Co. announces that it is prepared to undertake tree surgery as well as landscaping and supplying trees and plants.

English ash trees have been substituted by the state highway department on the highway between Marysville and Wheatland, Cal., for the black walnut trees that proved a failure in spots.

Dansville, N. Y. Nurserymen tendered a dinner last month to E. S. Harpole who joined Stark Bros. forces in Louisiana, Mo., March 1st.

W. G. Farnsworth Orchards, Waterville, O., to conduct Nurseries and orchards, has been incorporated by W. G. Farnsworth, Richard G. Farnsworth, Ella G. Farnsworth, J. W. Farnsworth and Grace Farnsworth Lacy.

Under the direction of W. C. Griffing of the radio committee of the Southwestern Association of Nurserymen, the first of a series of radio talks was given on landscaping by Frank L. Bertschler, superintendent of parks in Beaumont, Tex.

Carl A. Hansen, of the Nursery by his name, Brookings, S. Dak., reports that in spite of the dry season last year the late rains brought on a considerable growth in most of the plants and the Nursery stock did not suffer as badly as it might. He reports as good a line or better now in the harder fruits and ornamentals which are all the harder for the strenuous season they have gone through.

Attaches of the tax department have reapportioned land of the Yonkers Nursery Company, Yonkers, N. Y., following the purchase of 16 acres of the property adjoining the Grassy Sprain Brook east of Tuckahoe Road.

The new president of the Illinois Nurserymen's Association, F. Jason Littleford, whose portrait appeared in our last issue, was born in 1883 near Downers Grove, Ill. He gained his early Nursery experience in the Nursery of his uncle, A. B. Austin, Downers Grove, succeeding to its management in 1910. The Nursery now has 100 acres; it does a large landscape business in suburban districts of Chicago and specializes in wholesale production of roses and peonies. The business was incorporated in 1921.

College to Plant 1400 Trees—More than 1400 trees will be used in an extensive program for the beautification of the campus at Gettysburg, Pa., College. Plans for the landscape gardening have been approved and work will cover a ten-year period.

Pecan trees donated by the Knox Nurseries were planted with full ceremonies by the Girl Scouts of San Antonio, Tex., at their headquarters.

J. B. Baker, Fort Worth, Tex., prominent Southwestern Nurseryman, explained in detail the transplanting, cultivation and watering of the rose to members of the Dallas, Tex., Rose Lovers League recently. George F. Verhalen, rose specialist, Scottsville, Tex., addressed the league at a recent meeting, explaining steps in the propagation of roses by Nurserymen.

H. R. Mosnat, Chicago, specializing in Moline elm, has an inquiry from a large eastern city for 15 matched trees of this variety for a prominent square. "The desire in this case," says he, "is to use the elm as tradition from ginkgo. The Moline is ideal for that use, having the fastigate form of the ginkgo and the foliage of the vase-shaped elm."

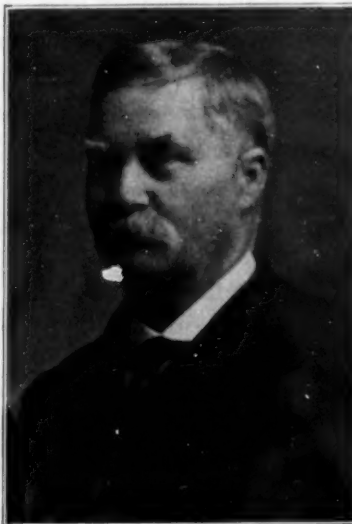
Ernest Hemming, manager of Canterbury Nurseries, Easton, Md., argues that the prospective Nurseryman should have practical horticultural experience after a grammar school course before he receives education in college, as is the case in England. The tendency in America is to combine actual work in Nursery with college instruction.

## Obituary

A. D. Barnes

A. D. Barnes, a pioneer in the development of horticultural interests in Wisconsin, died at his home in Friendship, Wis., January 31, aged 74.

He was born Sept. 5, 1852 in a log cabin



A. D. BARNES

Courtesy of Wisconsin Horticultural Society

at Le Roy, Dodge County, Wis. Early in life he displayed horticultural propensities, grafting and budding fruit trees, planting, training and trimming them when only 8 to 10 years old.

In 1873, at the age of 21, he went to Nebraska, homesteading on the plains of Fillmore County where he planted the first Nursery and orchard in that part of the state. In 1880 he returned to Wisconsin and canvassed for the Waupun Nursery. In 1885 he established the Waupaca, Wis., Nursery and Fruit Farms which he conducted for 33 years. In 1920 he moved to Friendship where he engaged in the real estate business. He was one of the first life members of the Wisconsin Horticultural Society and active in its work. For six years during the early nineties he was a lecturer on the Farmer's Institute Force. It was at the institutes he was given the appellation "Apple Tree Barnes" by which he was known throughout the state.

When writing to advertisers just mention American Nurseryman.

Charles S. Sargent

Dr. Charles S. Sargent, director of the Arnold Arboretum, Jamaica Plain, Mass., since 1872, died March 22nd at his home in Brookline, Mass., aged 86. He had been ill several weeks. Dr. Sargent planned the Jessup collection of North American woods for the American Museum of Natural History in New York, was chairman of a commission appointed by the National Academy of Science to study a forest policy for United States Forestry lands, chairman of a commission for the preservation of the Adirondacks forests, and was the author of books on trees of this and other countries. Besides a son, Charles S. Sargent, Jr., he leaves three daughters, Mrs. Guy Lowell, widow of the architect, Mrs. Nathaniel Potter of New York, and Miss Alice Sargent.

The Rochester, N. Y., park system was of special interest to Dr. Sargent who made frequent trips to the city to study the collections of which his gifts of plants and shrubs from many countries form an important part. To Highland Park, Rochester, he devoted his interest and great store of knowledge without stint, helping to develop there one of the greatest tree and shrub collections of its kind in the country. He took great interest in the lilacs which have become known internationally.

## Ontario Fruit Growers

The Ontario, Canada, Fruit Growers Association met in Hamilton Feb. 23-25. Fewer and better varieties, more care in producing, grading and packing the fruit, along with careful attention to marketing methods were emphasized by President Harry Sirett as the basis of success. "The Ontario apple grower has no justification for being discouraged," said Mr. Sirett. "He is blessed with soil and climate which, when combined with good cultural methods, produce fruit which for flavor, crispness and tenderness of flesh, is not excelled by apples grown anywhere else on earth."

E. B. Luke of Montreal, reported on the activities of the Canadian Horticultural Council. Mr. Luke felt that the time had come to include in the activities of the council a board of arbitration, collection bureau facilities and a vigorous programme of advertising for Canadian horticultural products. Closer co-operation of the growers in the work of the council was urged by the speaker. He felt that much good work might be done in educating retail grocers to the uses and qualities of the various varieties of apples.

Grape varieties were discussed by F. E. Gladwin, of Fredonia, N. Y. He pointed out that there was a growing interest in new varieties of grapes. Growers, who formerly confined themselves to such varieties as Concord, Worden, Niagara, and Delaware, are now looking about for good varieties to extend the season. Caco and Adams, two varieties of New Jersey origin which have been much advertised, are not, in Mr. Gladwin's opinion, much improvement over older sorts. Fredonia, a seedling from the Geneva Experiment Station, is an early black grape of good quality, ripening a week before Moore. It has a good flavor and its tough skin makes it a good shipper. Ontario, an early white grape, is a heavy producer, the fruit is of good quality for dessert and jelly-making purposes, and ripens two weeks in advance of Niagara. Sheridan, Mr. Gladwin described as the highest quality grape of American type originated at the Geneva Station. It resembles Concord in color but has a larger berry, heavier bloom and finer quality. It is a particularly good keeper and for this reason need not be rushed to market as soon as picked. It is regarded as having superior quality for wine-making purposes, being almost the equal of California grapes in this respect.

New York Horticultural Society recommends for planting in the Hudson Valley: Baldwin, R. I. Greening, McIntosh, Wealthy and Rome Beauty, with the following additions for certain localities, namely, Delicious, Yellow Newtown, Northern Spy, Early McIntosh and Cortland.

Are you preserving your copies of the AMERICAN NURSERYMAN? They are of unequalled historic value. An index for each volume.

## E. P. BERNARDIN Parsons Wholesale Nurseries

PARSONS, KANSAS

Established 1870

### Specialties

Amoor River North Privet, 2 yr.,  
2-3 and 3-4 ft., well branched.

Bungei Catalpa, 4½-8 ft. stems.

Lombardy Poplar, 5-6 to 10-12 ft.

Thurlow Willow, 5-6 to 10-12 ft.

Lonicera Bella Albida, 2-3 to 5-6 ft.

Deutzia Pride 2-3 to 5-6 ft.

Forsythia Asst., 2-3 to 4-5 ft.

Tamarix Asst., 2-3 to 5-6 ft.

Purple Wisteria, 2 & 3 yrs.

**EVERGREENS**—Biotas and Junipers, in good supply.

Early Harvest B. B. root grown plants.

Long list of Ornamentals in generous supply.

## The F. E. SCHIFFERLI & SON NURSERIES

FREDONIA, NEW YORK

ESTABLISHED 1890

We offer for FALL and SPRING a very complete assortment of

### Grape Vines, Currants and Gooseberries

In all grades. For thirty-six years we have made a specialty of growing these items, and with confidence unreservedly state:

**"We KNOW How. Make Us Prove It."**

We invite your inquiries.

### SPECIAL PRICE

To Close Out the Balance of Our Surplus  
JAPANESE BARBERRY SEEDLINGS

	1M	10-25M	25-50M
9-12" .....	\$12.00	\$10.00	\$ 8.00
6- 9" .....	7.00	6.00	5.00
4- 6" .....	6.00	5.00	4.00

Special prices on larger quantities. These seedlings are from our own strain, grown under irrigation and are first class. Packed free. Cash or reference from unknown trade.

**Allendale Nurseries**  
Delaware, Ohio

**SPECIAL SERVICE** In filling orders for—  
Rhubarb Horseradish  
Strawberry Asparagus  
—TO—  
NURSERYMEN Extra Heavy 3-yr. Asparagus, \$5 M  
Write For Wholesale List  
**W.W. THOMAS, Anna, Illinois**  
—The Strawberry Plant Man—

## American Bulb Company

Importers and Growers of  
Dutch Bulbs, Cannas, Tuberoses, Gladioli,  
Hardy Lilies, Manetti, Lily of Valley,  
Sphagnum Moss.  
Send For Free Catalogue.  
6 Murray St., 152 N. Wabash Ave.,  
New York City Chicago, Ill.

## The Preferred Stock



*ACTION  
in the  
Shipping Dept!*

## ACTION!

There's lots of it now. The warm weather has brought in a flood of orders and Perk and I sure are stepping to get shipments out promptly—and we're doing it! (Perk's taken five pounds off his waist line already).

The assortment is still holding out in good shape—but I can't make any promises as to how long it will. Among the list we want especially to call your attention to our good supply of

Hybrid Tea Roses  
Clematis Paniculata  
Dutchman's Pipe

Boston Ivy  
Hardy field-grown Phlox  
Red-leaved Japanese Barberry  
Ornamental Shrubs

Nurserymen who took my advice earlier in the season and got their orders in are sitting pretty in view of the early spring. And it's my opinion now that nurserymen who don't want to get caught with broken lots had better **ORDER BY WIRE!**

Saying which I'm rushing back to the shipping platform to help Perk toss boxes.

Hurriedly yours,

Jack

**Jackson & Perkins Company**  
Wholesale Only  
Newark, New York.

## WHITE BIRCH AND LINDEN SEEDLINGS

Minnesota's New Fruit Trees  
and Plants

Plums, Apples, Cherries, Gooseberries,  
Mosaic-free Latham raspberry.

### EVERGREEN SEEDLINGS

Colorado Blue Spruce, Mugo Pine, White Pine, Scotch Pine. My seedlings have an exceptionally good root system due to the favorable soil condition in my seed beds.

**J. V. BAILEY'S NURSERY**  
Daytons Bluff Sta., St. Paul, Minn.

## WATERPROOF PAPER LABELS

Red or White, Plain or Printed  
Sample Free.

**OHIO NURSERY CO.**

Elyria,

Ohio

## LATHAM

— RASPBERRIES —

Mosaic Free  
Stock

The New Minnesota Red  
Raspberry that out-yields  
all others. Descriptive circular and price list on request.



Faribault, Minnesota

Northern grown Strawberry, Raspberry,  
Blackberry and Grape plants.

We pack your retail orders at prices  
that will make large profits for you.

**ESSIG NURSERY**

Bridgman,

Michigan

## TREE SEEDS

Send for catalog listing Tree, Shrub,  
Perennial and Evergreen Seed. Col-  
lected from all parts of the world.

**CONYERS B. FLEU, JR.**

6425 Ross St., Germantown, Philadelphia

### The Ideal Organic - HYPER-HUMUS

when mixed with chemical fertilizers prevents their burning the plant. It is an excellent base for a compost pile as it conserves the values in the manure. It is used with success by the leading growers.

1 100-lb. Bag, \$1.50; 4 100-lb Bags, \$5.00; 1 Ton in Bags, \$20.00

Write for prices on carload lots, bulk or bagged. FREE Booklet, "Soil Improvement."

HYPER-HUMUS COMPANY,  
Dept. 26, Newton, N. J.



**Hyper-Humus**  
TRADE MARK REGISTERED  
Improves Any Soil



### SPECIAL OFFER OUR NEW CIRCULAR PLATE BOOK

Is now completed and as a special inducement to introduce it we will mail a Sample Copy postpaid, upon receipt of \$1.50. It contains 94 leaves, with 164 colored illustrations, also short description on the back of each leaf.

#### Colored Circulars

have been added to our line.

We also make up "COMPACT" and Loose Leaf Plate Books, Folios, Maps, etc., from our regular color prints.

PROCESS COLOR PRINTING CO.

Formerly CHRISTY, INC.

Searle Bldg. Rochester, N. Y.

### HARDWOOD CUTTINGS SEED SEEDLINGS HEDGE PLANTS

Send for complete list.

**Rosebank Nursery Co.**  
INCORPORATED  
Huntsville, Ala.

### PECANS

We are the pioneer growers of budded and grafted pecans in the South. Have a complete stock of the leading standard varieties. Can furnish trees we know will please and give satisfactory results. Catalog free.

**INTERSTATE NURSERIES**

C. H. Griffing & Co., Props. Jacksonville, Florida

### BOXWOOD

Large and Small Specimens  
Hedging Suffruticosa and  
Sempervirens varieties

**H. ERNEST CONWELL, INC.**  
MILTON, DELA.



**MAKE NO MISTAKE**  
Use Perfection Markers  
Galvanized iron, black baked  
enamel glass front, card about  
2 1/2 inches; stake 28 in. long.  
Lasts ten times longer than  
wood, and more satisfactory.

Manufactured by  
**THE S-W SUPPLY CO.**  
Girard, Kansas.



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We are specialists in designing Advertising for Nurserymen. Our special mailing pieces PAY THEIR WAY by bringing immediate sales and winning new customers.

**The L. W. Ramsey Company**

Advertising for Nurserymen

900 Putnam Building Davenport, Iowa

### MISCELLANEOUS

Peony roots; forty acres of all varieties Visit our fields. Lutz Peony Farms, Boonville, Ind.

St. Clair, a New Golden Yellow Cling Peach. Wonderful size and color. Trees 75c each, 10 for \$5.00. L. F. Dintelmann, Belleville, Ill.

Champion Everbearing Strawberry Plants, \$7 per 1000. Progressive, \$7. Perfected Mastodon, the marvelous, new everbearer @ \$20 per 1000. Eldorado B. B. @ \$15 per 1000. Many other items. Write J. G. Prestage & Sons, Allegan, Mich.

Surplus peach in Dormant or June Buds.  
10,000 Elberta, 3-4 ft., @ 5 1/2c  
10,000 J. H. Hale, 3-4 ft., @ 5 1/2c  
10,000 Elberta, 2-3 ft., @ 4 1/2c  
10,000 J. H. Hale, 2-3 ft., @ 4 1/2c  
Several thousand 18-24 in., @ 3 1/2c  
Bells of Ga., and Krumwells, all grades.  
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Send your card or letterhead. Please state your requirements clearly so we can give your inquiry special attention. Patrons say it's a pleasure to do business with us. We have 600 acres here in nursery stock with a 46-year reputation for honorable dealings to recommend us. Try us once.

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## Contents of Six Preceding Issues of the "AMERICAN NURSERYMAN"

Constituting in Reality Monthly National Conventions of the Nurserymen of America—The Forum of the Trade—  
Note the Participants—These Contents Headings Preserved in Files of the Journal Constitute a Record  
of the Important Trade Events of a Year—For Ready Reference

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(Balled)

	Each
Box Pyramids.....18/24"	\$2.50
Box Pyramids.....15/18"	2.00
Cotoneaster, Floscosa.....3/4'	1.00
Cotoneaster, Floscosa.....2/3'	.85
Cotoneaster, Franchetti.....2/3'	1.00
Cotoneaster, Franchetti.....2/3'	.85
Cotoneaster, Meyr., spread.....30/36"	1.00
Cotoneaster, Meyr., spread.....24/30"	.85
Cotoneaster, Simonsi.....5/6'	.90
Cotoneaster, Simonsi.....4/5'	.75
Lawson Cypress.....3/4'	1.50
Lawson Cypress.....2/3'	1.25
Lawson Cypress, Blue Column.....3/4'	2.25
Lawson Cypress, Blue Column.....2/3'	2.00
Lawson Cypress, Green Col'mn.....15/18"	1.25
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Irish Juniper.....3/4'	1.75
Irish Juniper.....2/3'	1.50

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Field grown, strong clumps.....10	100
Alyssum rostratum, gold, yel.....\$1.00	\$3.00
Anemone jap. Prince Henry, red.....1.00	8.00
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Cerastium tomentosum, gold, yel......80	7.00
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Coreopsis lanceolata, gold, yel.....1.00	8.00
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Hollyhocks, double, all colors.....1.25	9.00
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Phlox subulata rosea, light rose......80	7.00
Phlox subulata lilacina, lt. lilac......80	7.00
Pyrethrum (Persian Daisy), single......80	7.00
& double, all colors mixed......80	7.00
Thymus citriod. (Thyme), yel......80	7.00
Valeriana coccinea, deep red.....1.00	8.00

## FOR FORCING

	Each
170 Deutzia grac. extra hvy, 18/24".....	30c
500 Hydrangea, French, mixed.....25c & 30c	
300 Spirea Peachblossom, extra strong.....	30c
300 Spirea, Peachblossom, str'ng clu'ps.....	25c

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Complete surplus list on request.

Place your order NOW while stocks are complete. CASH or satisfactory TRADE references. For cash with order we allow 3% discount and pack free.

## MOUNTAIN VIEW FLORAL CO.

241 E. 73d St., Portland, Oregon  
(Montaville Sta.)

## ROCKY MOUNTAIN NURSERYMEN'S ASSN.

S. W. Marshall, Denver, Colo., Secy.

Annual meeting resulted in re-election of John T. Roberts, Jr., of Roberts Rose Co., Denver, Colo., as president, S. W. Marshall, of the Denver office of Marshall's Nurseries, Arlington, Neb., was elected secretary; Arwin Barteldes, of Barteldes Seed Co., Denver, treasurer. Carlisle Ferguson of Northern Nursery Co., Denver, is chairman of the committee on legislation through whose efforts a bill on landscaping was introduced in the state legislature. Charles Wilmore, of Wilmore Nurseries, Denver, is chairman of the committee on co-operative advertising which has arranged for radio publicity on one night a week until May 15th. An invitation was sent to the American Association of Nurserymen to hold its 1928 convention in Denver.

**Fruit for Great Plains**—Fruit growing for home use on the northern Great Plains is of decided importance, says the United States Department of Agriculture, since it makes farm homes more attractive and the population more contented and permanent. Although the production of good fruit in this area is difficult and commercially unprofitable because of cold, drought, and drying winds, nevertheless, says the department, if a suitable site is chosen, hardy varieties planted, and the plants given proper care, the grower will be repaid for his efforts.

2000 4/5 ft. 1 yr. Elberta.....	18c
300 5/16 up, 2 yr. McIntosh.....	18c
300 5/16 up, 2 yr. Jonathan.....	18c
200 7/16 up, 2 yr. Jonathan.....	12c
300 2/3 ft. Hard Maple.....	5c
500 3/4 ft. Hard Maple.....	8c
500 4/5 ft. Hard Maple.....	18c

**WHITFORD NURSERY**  
FARINA, ILL.

## Ohio Nursery Schools

Marked success characterized the Nursery schools held at various points in Ohio, as per plans outlined in the American Nurseryman. The school in Painesville received the co-operation of practically every Nursery concern in Lake County. Special credit is due W. B. Cole and C. H. Shumaker for their activity. To Prof. Alfred C. Hottes of the Ohio State University the success of the schools is particularly due. Attendance at the sessions reached 125, the interest being maintained throughout the series. The programs as published were presented with marked effectiveness.

**Increased Cherry Production**—Increased production has been obtained in Early Richmond, Montmorency, and English Morello sour cherries in experiments with fertilizers and methods of pruning conducted over a period of several years by H. B. Tukey, horticulturist in charge of the Hudson River Valley fruit investigation of the Geneva Experiment Station. Mr. Tukey has prepared a report of his experiments in Bulletin No. 541 of the Station, which may be had free of charge upon request.

## WANTED

Would consider purchase of local Nursery with good reputation located in or near Hartford, Conn. Give all details in first letter. Address B-74, Care of American Nurseryman, Rochester, N. Y.

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**BAILEY'S STANDARD CYCLOPEDIA OF HORTICULTURE**, 2 vols. Illustrated. Fully indexed. 3639 pages. Indispensable for horticultural reference. The standard authority everywhere. Sold only in complete sets. Price \$25 per set. American Fruits Pubg. Co., P. O. Box 124, Rochester, N. Y.

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**FRUIT TREES**

—AND—

**SMALL FRUITS**

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**Wathena Nurseries**

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OFFER FOR SPRING 1927

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**CHERRY 2 Year XX**—inch up 5 to 6 ft.

**CHERRY 2 Year**—11/16 to inch, 5 to 6 ft. and 9/16 to 11/16.

**CHERRY One Year**—11/16 up. 9/16 to 11/16 & 7/16 to 9/16.

**SWEET CHERRY One Year**—5/7 ft., 4/5 ft. & 3 to 4 ft.

**PEAR Standard 2 Year** all Leading Varieties.

**PLUM, European and Japan 2 year** Leading Varieties.

**PEACH One Year**—Good assortment.

**APPLE One and Two Year Budded**—Commercial Varieties.

Please submit list of wants. Car lots our specialty.

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Topeka, Kansas

WE OFFER

Apple, Cherry, Peach, Pear and Plum Trees  
Apple Seedlings Pear Seedlings

Spirea Van Houtti, all grades

Privet, Amoor River North

2 to 3 ft., 4 or more canes.

Also lighter grades.

Lilac, named varieties

Paeonias

Apple and Pear Grafts, Whole and Piece Root.

We Offer  
for  
**Spring 1927**

SHRUBS

ROSE BUSHES

FRUIT TREES

HEDGE PLANTS

ORNAMENTAL TREES

**RICE BROTHERS CO.**

GENEVA

NEW YORK

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**Peach and Apple Trees**  
IN CAR LOAD LOTS OR LESS

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Our stock has won two Blue and one Special Gold Ribbon at State and County Fairs this season. Let it win trade for you. Mail us your list of requirements.

**BOUNTIFUL RIDGE NURSERIES**

Princess Anne, Maryland

## THE MONROE NURSERY

ESTABLISHED 1847

Offers a Fine Stock of

**SPECIMEN EVERGREENS**

Fruit and Ornamental

**TREES and SHRUBS**

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**PRINCETON PRODUCTS**

The Best Stock for Satisfaction

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PRINCETON,

NEW JERSEY

Wm. Flemer's Sons, Inc.

WE ARE HEADQUARTERS FOR LINING OUT STOCK



# Hill's Evergreens

For Immediate Delivery

The day is past when your customers will be satisfied with the old varieties of Evergreens. Line out some of the new and choice varieties. With the large amount of cheap and poorly grown Evergreens now being thrown on the market, it is more than ever essential that you secure stock from reliable sources. Send your order NOW.

	Each 100	Each 1000		Each 100	Each 1000
Arizona Fir ( <i>Abies arizonica</i> )	11c	10c	<i>Picea excelsa pygmaea</i>		
2 to 4 Inch o 2 yr.			4 to 6 Inch xxx Three Times Transplanted	35c	
Balsam Fir ( <i>Abies balsamea</i> )			Serbian Spruce ( <i>Picea omorica</i> )		
4 to 6 Inch x Once Transplanted	6c	5c	4 to 6 Inch o 2 yr.	10c	9c
Long Needled Balsam Fir			Tiger Tail Spruce ( <i>Picea polita</i> )		
4 to 6 Inch x Once Transplanted	6c	5c	4 to 6 Inch o 2 yr.	12c	10c
Concolor or White Fir ( <i>Abies concolor</i> )			Colorado Blue Spruce ( <i>Picea pungens</i> )		
8 to 10 Inch x Once Transplanted	25c		4 to 6 Inch o 3 yr.	41c	31c
8 to 10 Inch xx Twice Transplanted	40c		6 to 8 Inch o 3 yr.	6c	5c
Douglas Fir ( <i>Pseudotsuga douglasii</i> )			6 to 8 Inch x Once Transplanted	16c	15c
6 to 8 Inch x Once Transplanted	15c	14c	Jack Pine ( <i>Pinus banksiana</i> )		
8 to 10 Inch xx Twice Transplanted	30c	28c	8 to 10 Inch o 2 yr.	31c	21c
Fraser Fir ( <i>Abies fraseri</i> )			Himalayan Pine ( <i>Pinus excelsa</i> )		
4 to 6 Inch x Once Transplanted	10c	9c	4 to 6 Inch x Once Transplanted	15c	
Nikko Fir ( <i>Abies homolepis</i> ) ( <i>Brachyphylla</i> )			Large Swiss Pine ( <i>Pinus montana uncinata</i> )		
4 to 6 Inch o 3 yr.	9c	8c	4 to 6 Inch o 2 yr.	31c	21c
2 to 4 Inch x Once Transplanted	15c	14c	Hill's Mugho Pine ( <i>Pinus mugho</i> )		
Veitch Fir ( <i>Abies veitchii</i> )			4 to 6 Inch x Once Transplanted	12c	11c
4 to 6 Inch x Once Transplanted	8c	7c	6 to 8 Inch x Once Transplanted	15c	14c
<i>Chamaecyparis pisifera plumosa</i>			Austrian Pine ( <i>Pinus nigra</i> )		
4 to 6 Inch x Once Transplanted	8c	61c	4 to 6 Inch o 2 yr.	4c	3c
<i>Chamaecyparis pisifera plumosa aurea</i>			4 to 6 Inch x Once Transplanted	7c	6c
4 to 6 Inch x Once Transplanted	8c	71c	Ponderosa Pine ( <i>Pinus ponderosa scopulorum</i> )		
<i>Chamaecyparis squarrosa veitchii</i>			4 to 6 Inch o 2 yr.	3c	2c
4 to 6 Inch x Once Transplanted	8c	71c	8 to 10 Inch xx Twice Transplanted	15c	
Chinese Juniper ( <i>Juniperus chinensis</i> )			Red or Norway Pine ( <i>Pinus resinosa</i> )		
6 to 8 Inch o 2 yr.	81c	71c	4 to 6 Inch o 2 yr.	5c	4c
English or Common Juniper ( <i>Juniperus communis</i> )			White Pine ( <i>Pinus strobus</i> )		
6 to 8 Inch o 3 yr.	51c	4c	4 to 6 Inch o 2 yr.	3c	2c
Prostrate Juniper ( <i>Junip. communis depressa</i> )			Scotch Pine ( <i>Pinus sylvestris</i> )		
6 to 8 Inch o 2 yr.	71c	61c	6 to 8 Inch o 2 yr.	21c	11c
<i>Juniperus communis depressa aurea</i>			4 to 6 Inch x Once Transplanted	7c	6c
2" Pots x Once Transplanted	20c		Golden Larch ( <i>Pseudolarix kaempferi</i> )		
<i>Juniperus communis depressa plumosa</i>			4 to 6 Inch o 2 yr.	5c	4c
8 to 10 Inch x Once Transplanted	30c		6 to 8 Inch o 2 yr.	7c	6c
Irish Juniper ( <i>Juniperus communis hibernica</i> )			American Yew ( <i>Taxus canadensis</i> )		
8 to 10 Inch x Once Transplanted	15c	14c	4 to 6 Inch x Once Transplanted	11c	9c
Swedish Juniper ( <i>Juniperus communis suecica</i> )			8 to 10 Inch x Once Transplanted	15c	
2" Pots x Once Transplanted	15c	14c	10 to 12 Inch xx Twice Transplanted	30c	
Spray Greek Juniper ( <i>Juniperus excelsa stricta</i> )			Japanese Yew ( <i>Taxus cuspidata</i> )		
4 to 8 Inch x Once Transplanted	35c	28c	3 to 4 Inch o 2 yr.	19c	9c
Hill's Waukegan Juniper			8 to 10 Inch xx Twice Transplanted	40c	
8 to 10 Inch x Once Transplanted	35c	28c	Dwarf Japanese Yew ( <i>Taxus cuspidata nana</i> )		
Japanese Juniper ( <i>Juniperus japonica</i> ) ( <i>Procumbens</i> )			4 to 6 Inch x Once Transplanted	25c	23c
8 to 10 Inch x Once Transplanted	40c	32c	<i>Taxus cuspidata nana compacta</i>		
Savin Juniper ( <i>Juniperus sabina</i> )			4 to 6 Inch x Once Transplanted	20c	
2" Pots x Once Transplanted	15c	16c	American Arborvitae ( <i>Thuja occidentalis</i> )		
8 to 10 Inch x Once Transplanted	30c	28c	6 to 8 Inch x Once Transplanted	6c	5c
<i>Juniperus sabina tamariscifolia</i>			10 to 12 Inch xx Twice Transplanted	15c	14c
2" Pots x Once Transplanted	18c	30c	12 to 15 Inch xx Twice Transplanted	30c	19c
6 to 8 Inch x Once Transplanted	35c		Douglas Golden Arborvitae		
Hill's Silver Juniper ( <i>Juniperus scopulorum</i> )			6 to 8 Inch x Once Transplanted	15c	14c
4 to 6 Inch o 2 yr.	8c	7c	Douglas Pyramidal Arborvitae		
Redcedar ( <i>Juniperus virginiana</i> )			6 to 8 Inch x Once Transplanted	15c	14c
4 to 6 Inch o 2 yr.	7c	6c	Globe Arborvitae ( <i>Thuja occidentalis globosa</i> )		
6 to 8 Inch o 2 yr.	81c	71c	2" Pots x Once Transplanted	12c	10c
Silver Redcedar ( <i>Juniperus virginiana glauca</i> )			6 Inch x Once Transplanted	15c	14c
8 to 10 Inch Grafts, 3 1/2" Pots	45c		Hovey Arborvitae ( <i>Thuja occidentalis hoveyi</i> )		
Hill's Pyramidal Juniper			2" Pots x Once Transplanted	12c	
4 to 6 Inch x Once Transplanted	15c		6 to 8 Inch x Once Transplanted	15c	14c
European Larch ( <i>Larix europea</i> )			10 to 12 Inch xx Twice Transplanted	30c	19c
8 to 10 Inch o 2 yr.	31c	21c	Little Gem Arborvitae		
Japanese Spurge ( <i>Pachysandra terminalis</i> )			3 to 4 Inch x Once Transplanted	8c	7c
Rooted Cuttings 1 yr.	4c	3c	Peabody's Arborvitae ( <i>Thuja occidentalis lutea</i> )		
6 to 8 Inch x Once Transplanted	6c	41c	2 Inch x Once Transplanted	20c	19c
White Spruce ( <i>Picea canadensis</i> )			Hill's Pyramidal Arborvitae		
6 to 8 Inch o 3 yr.	41c	31c	2" Pots x Once Transplanted	12c	9c
8 to 10 Inch o 3 yr.	51c	41c	6 to 8 Inch x Once Transplanted	15c	14c
8 to 10 Inch x Once Transplanted	11c	10c	Siberian Arborvitae		
10 to 12 Inch xx Twice Transplanted	25c		2" Pots x Once Transplanted	12c	14c
Black Hill Spruce ( <i>Picea canadensis albertiana</i> )			6 Inch x Once Transplanted	16c	14c
4 to 6 Inch o 3 yr.	4c	3c	Woodward Arborvitae ( <i>Thuja occidentalis woodwardii</i> )		
Norway Spruce ( <i>Picea excelsa</i> )			6 Inch x Once Transplanted	14c	14c
4 to 6 Inch o 2 yr.	21c	11c	Canada Hemlock ( <i>Tsuga canadensis</i> )		
8 to 10 Inch x Once Transplanted	19c	9c	4 to 6 Inch x Once Transplanted	131c	12c
10 to 12 Inch xx Twice Transplanted	15c	14c	12 to 15 Inch xx Twice Transplanted	45c	
<i>Picea excelsa nidiformis</i>					
4 to 6 Inch xxx Three Times Transplanted	50c				

o indicates seedlings. x indicates one transplanting

Seedlings sold in multiples of 50, once transplanted sizes sold in bundles of 25.  
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